A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 15, 1965

Peru needs machinery

Business Bulletins *from around the world*

AFGHANISTAN—Telephone system to be expanded under 1963 credit from Germany. Plans include 11,000 line extension to Kabul telephone system, direct dialing between larger towns, increased service to rural areas.

BELGIUM—Coal stocks at end of November 1963 reached 1,385,000 metric tons, highest level in last two years. November 1964 production of 1,804,000 tons slightly under November 1963 output. Newly-arrived foreign workers push number of mine workers to over 85,000.

Minister of Public Works study reassures adequate water supplies to support growing population, expanding industry if judicious efforts made to develop, preserve present resources. Question raised in public discussion concerning Antwerp-Rhine Canal Treaty.

General Foam Corp., New York, and Crown Rubber Co., Fremont, Ohio, form Crown-General International, N.V. to manufacture, import, export foam rubber goods, rubber products of all types; plastics for shoe, carpet and floor-covering industries.

CYPRUS—First biscuit factory, "Hadji-Kyriakos Plant," Nicosia, costing $196,000 and owned, operated by Cypriots, expected to start daily production (2½ tons) in May. Plant may import soft wheat flour duty-free.

EL SALVADOR—Plans to add new dock to port of Acajutla announced by Port's Executive Commission. Addition of dock within and parallel to present L-shaped dock, at estimated cost of $6 million, will provide facilities for three additional ships. Financing to be sought through international lending agency.

FRANCE—Retail price index remained stable in November 1964, showing no month-to-month increase for first time since inception of stabilization program in September 1963. Index increased 2.3% since November 1963. Wholesale price index rose 0.8% over October. Increase from November 1963 to November 1964 was 1.2%.

Following U.S. firms establish subsidiaries here: Halle & Stieglitz, brokerage and banking; Pennsalt Chemicals Corp., distribution of surface treatment chemicals; Leaseway Transport Corp., leasing of industrial and commercial equipment; F. J. Stokes Corp., engineering, production, sale of freeze-drying equipment.

INDONESIA—Government purchases for dollars 10,000 tons of cotton from U.S. firm in Dallas. Transaction considered barter deal since U.S. exporter will purchase goods of equivalent value for Department of Defense from firm in third country.

ITALY—Yale and Towne, Inc., invests over $3.2 million in new plant in Aprilia, near Rome. Plant expected to begin production of several types of door, cabinet locks in April, will employ about 300.

Honeywell, Inc., Minneapolis, establishes sales, service center in Milan. Principal products sold here by Honeywell include automatic control equipment for air condition and heating equipment as well as for industrial machinery, scientific, laboratory, precision instruments.

MALAYSIA—State Government of Sabah, presents new $145.3 million Six-Year Development Plan to be absorbed into 1966-1970 Malaysia Development Plan. Principal objectives are opening up new land for resettlement; expanding primary education facilities; developing communications facilities, services; extending electricity, water, sewer facilities; providing more information, education, entertainment facilities; widening health, medical facilities; taking urgent measures to reduce shortage of labor, considered chief obstacle to Sabah's development.

NETHERLANDS—Marbon Chemicals division of Bork-Warner Corp., Chicago, to build petrochemical plant in Amsterdam to produce acrylonitrile, butadiene, styrene polymers.

Albany Felt Co., Albany, N.Y., together with Nordiska Maskinfilt of Sweden, set up Dutch subsidiary, Albany Nordiska (Nederland) N.V., in Dieren. New concern to supply paper felt to paper mills in Common Market countries.

Charbert, Inc., New York, and Blydenstein-Willink N.V. set up joint venture, Charbert-Blydenstein N.V., in Enschede to manufacture elastic fabrics.

Temco, Inc., Nashville, Tenn., sets up subsidiary, Temco (Europa) N.V., for sales, eventual manufacturing of natural gas apparatus.

NORWAY—Kaiser Chemical Co. forms partnership arrangement with Norsk Spraengstofindustri to construct aluminum fluoride plant at Engene, Norway. Plant to represent $2 million investment; 60% to be supplied by Norsk Spraengstofindustri, 40% by Kaiser Chemicals. Site, owned by Norsk Spraengstofindustri, is about 25 miles from Oslo Fiord. Kaiser Chemicals will provide technical assistance; Norsk Spraengstofindustri will manage operation, supply sulphuric acid. Output of plant to be used primarily to supply requirements of large, expanding Norwegian aluminum industry. Construction to begin this year.

General Director of Electric Power Authority reports all-time record made in 1964 in construction of hydroelectric power plants. Total of 900,000 kilowatts of installed capacity completed, representing increase of approximately 11% for year. As result of expansion, total installed capacity is now 8.8 million kilowatts. Consumption of electric power also at record high in 1964, reaching 43.5 billion kilowatt-hours or increase of 10 to 11% over 1963. On population basis, this continues to represent world's largest electric power consumption.

QATAR—Government embarks on development projects including pier for port of Doha, airport terminal building, new Government House, possibly sewer, water projects for capital as result of anticipated increases in oil revenues. Cement factory is also under consideration.

VENEZUELA—Government establishes credit fund of approximately $6.9 million to purchase agricultural machinery, equipment as compensation for taking such items off subsidized import list.

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the cover

The cover of this week's issue of INTERNATIONAL COMMERCE, showing a skyscraper office building and a gigantic stadium, was designed to call attention to a Bureau of International Commerce Trade Mission to Peru Aug. 2-28 and to suggest something of the diversity of opportunity open to U.S. businessmen in Peru. A story about the Trade Missions begins on page 2.

With sorrow, the staff of this magazine also calls attention to a story on page 8. It is about the unexpected death of a warm friend, a witty writer, a busy businessman and a champion of the export expansion program, Neil C. Hurley, Jr.

International Commerce

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February 15, 1965 — Volume 71, Number 7

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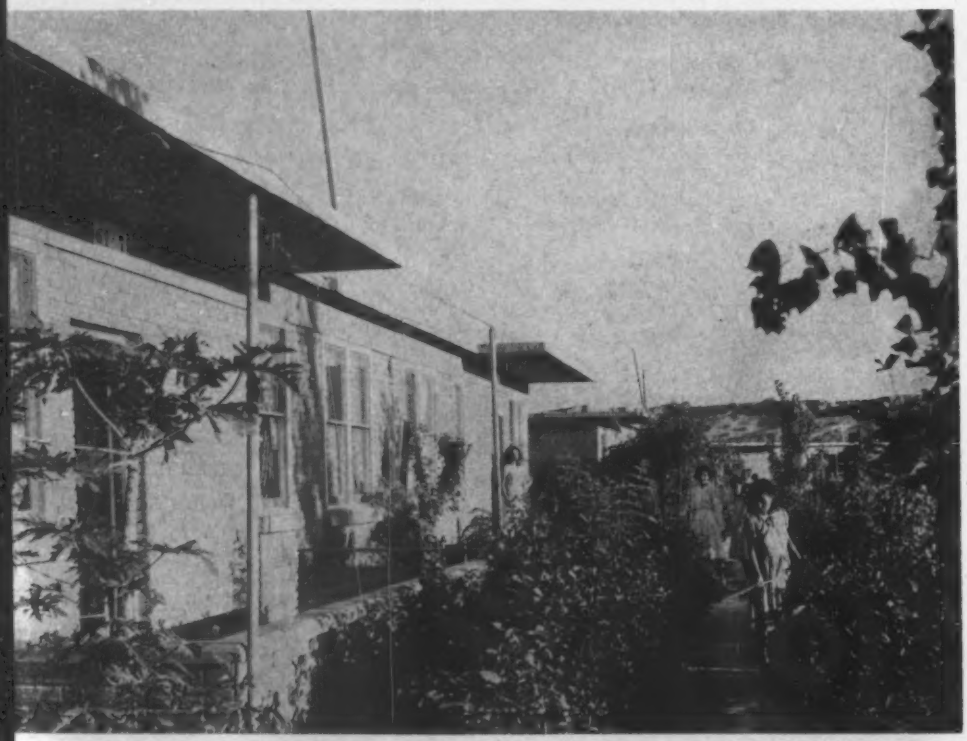
Mission to Peru in August

Will spur U.S. exports of capital machinery through direct sales, joint ventures

A U.S. Trade and Investment Mission to Peru has been scheduled by the Bureau of International Commerce for Aug. 2-28.

The Mission will concentrate on increasing U.S. exports of capital machinery through direct sales and in joint ventures involving investments of U.S. industrial equipment and technology.

Under the impetus of its Industrial Promotion Law, Peru's small manufacturing industry is expanding rapidly. Its gross national product, estimated at about $3 billion in 1964, is increasing—in real terms—at a rate of 5 to 6%. The country is a member of the General Agreement on Tariffs and Trade and the Latin American Free Trade Association. There are no quotas, exchange controls or other nontariff trade restrictions.



MODERN HOUSING PROJECT (above) accommodates workers in Talara, Peru, on Pacific northwest of Piura, which Trade Mission will visit. Peruvian Labor Ministry occupies modern building in Lima (below), which also is on Mission itinerary. (Photos by Peruvian Embassy, Standard Oil of New Jersey).

The diversity of Peru's economy makes for stability. Its exports of minerals and agricultural products are significant. It is the world's leading fishing nation and the largest producer of fishmeal. Peruvian exports of fishmeal in 1964, it is estimated, exceeded $120 million.

The Mission will visit Lima, Arequipa, Piura and Iquitos. A Business Information Center will be established in Lima for Peruvian businessmen interested in consultations with the Mission, in Business Proposals offered by U.S. firms, or in presentation of their own business propositions.

In addition to these businessman-to-businessman interviews, meetings will be scheduled with Government officials, chambers of commerce and trade organizations. The Mission will visit plants and discuss with company managements their plans for expansion, retooling or modernization.

General composition of the Mission has been determined after consultations with the economic and commercial officers of the U.S. Embassy in Lima and members of the Peruvian business community.

To be selected

Five U.S. businessmen-volunteers will be selected from fields described below. Competence in their fields will be a prime consideration but it is desirable that the members speak Spanish. Some experience in dealing with Latin American countries is desirable.

Businessmen who qualify and are interested in volunteering their services are invited to make known their availability to the Bureau of International Commerce, BIC-8210, Department of Commerce, Washington, D.C. 20230, or to any of the Department's Field Offices.

To qualify for membership on the Mission, the businessmen-volunteers should have competence in one or more of the following fields:

Food processing and packaging equipment. Knowledgeable of machinery and equipment for freezing, canning and dehydration processes as well as machinery utilized in packaging foodstuffs such as fish, vegetables and fruits. Should be familiar with U.S. sources of food-processing machinery and equipment. Knowledge of packaging machinery utilized in nonfood industries desirable.

Metalworking machinery. Experience in machinery and equipment for widest range of processes from casting through forming, stamping and machining. Able to answer technical questions on production methods and machine characteristics and capabilities. Knowledge of U.S. sources of supply and competitive advantage of U.S. machinery.

Construction machinery and equipment. Knowledge of full range of machinery and equipment utilized in industrial construction, home building and land clearance—such as conveyors, derricks, hoists, ditch diggers and/or equipment for erecting prefabricated units. Knowledge of roadbuilding machinery also useful. Familiar with U.S. sources of supply and advantage of U.S. construction machinery and equipment.

General industrial machinery. Authority on the broadest possible range of industrial machinery, equipment and spare parts for use in light industry and small-scale industrial enterprises, such as in chemicals, plastics, textiles, and/or leather goods. Knowledge of U.S. sources of supply and comparative advantages of U.S. equipment.

Licensing—joint venture. Qualified to discuss all aspects of joint-venture operations including presentation of proposal, facts to be included, nature of such agreements, profit and risk, essential requirements of capital, labor and markets. Fully experienced in actual completion of arrangements in international field, particularly in financing and credit, with knowledge of companies specializing in those operations.

Summary, forms needed

A booklet containing a summary of all business proposals will be distributed in Peru. A summary in 35 words or less of each proposal must be submitted for inclusion in this booklet, at the time the other information is forwarded.

Business proposals also must be accompanied by one of the following, unless previously submitted within the past year:

Department of Commerce Form IA 57, Registration of U.S. Firms Interested in International Trade or Investment, which may be obtained from your local Department of Commerce Field Office; a current mercantile agency report; or a current bank report.

Market profile—Peru

Geography: Fourth largest Latin American republic with area of 496,222 square miles—almost twice the size of Texas—and coastline of 1,400 miles. Main port, Callao.

Population: Estimated at 10,789,000 and growing at annual rate of about 2.5%; roughly 2 million in metropolitan Lima, the capital.

Income: 1964 GNP estimated at about $3 billion at current prices; average annual increase in real terms, 5–6%. Per capita income slightly over $200; average white collar salary, $125 per month in Lima; average blue collar daily wage in Lima $1.84.

Agriculture: Predominantly agricultural, Peru had significant exports in 1963 of cotton ($91.1 million), sugar ($63.2 million) and coffee ($25.6 million). World's largest producer of fishmeal (1,159,200 metric tons in 1963). Also important producer of fish oils.

Industry: Small manufacturing industry is expanding rapidly. All production is consumed locally. Significant exports include copper, iron ore, silver, lead, zinc and both crude and refined petroleum products. Total exports of these items in 1963 valued at $201.4 million.

Transportation: Railroads (both publicly and privately owned) carried 529.2 million ton-kilometers of freight in 1960. Merchant shipping fleet had 114,521 gross tons capacity in 1963. Airlines providing domestic and foreign services carried an estimated 410,677 passengers and 29,250 metric tons of freight in 1959.

Finance: Currency (26.82 sols = $1) is stable and is freely convertible. Foreign exchange reserves at end of Aug. 1964 were $140 million.

Exports: Total exports, 1963, $541 million; to United States, $191 million.

Imports: Total imports, 1963, $557 million; from United States, 208 million. In 1962, Peru's imports from U.S. included $112.7 million in machinery and transport equipment; $21.7 million in chemicals; and $18.5 million in foodstuffs. Principal suppliers; United States, Federal Republic of Germany, Argentina, United Kingdom and Japan.

Conditions of trade: Member of both GATT and LAFTA. No quotas, exchange controls or other nontariff trade restrictions.

U.S. firms invited to submit proposals for attention of Peruvian businessmen

Must be sent to Trade Mission Director before June 15, along with brochures, pricelists, other descriptive material

U.S. firms interested in doing business in Peru are invited to submit their business proposals to the Director of the U.S. Trade and Investment Mission to Peru.

Firms with a product or service to sell, those seeking agency or distributor relationships, or firms interested in entering into other business arrangements are invited to participate in this program. Proposals should be submitted before June 15.

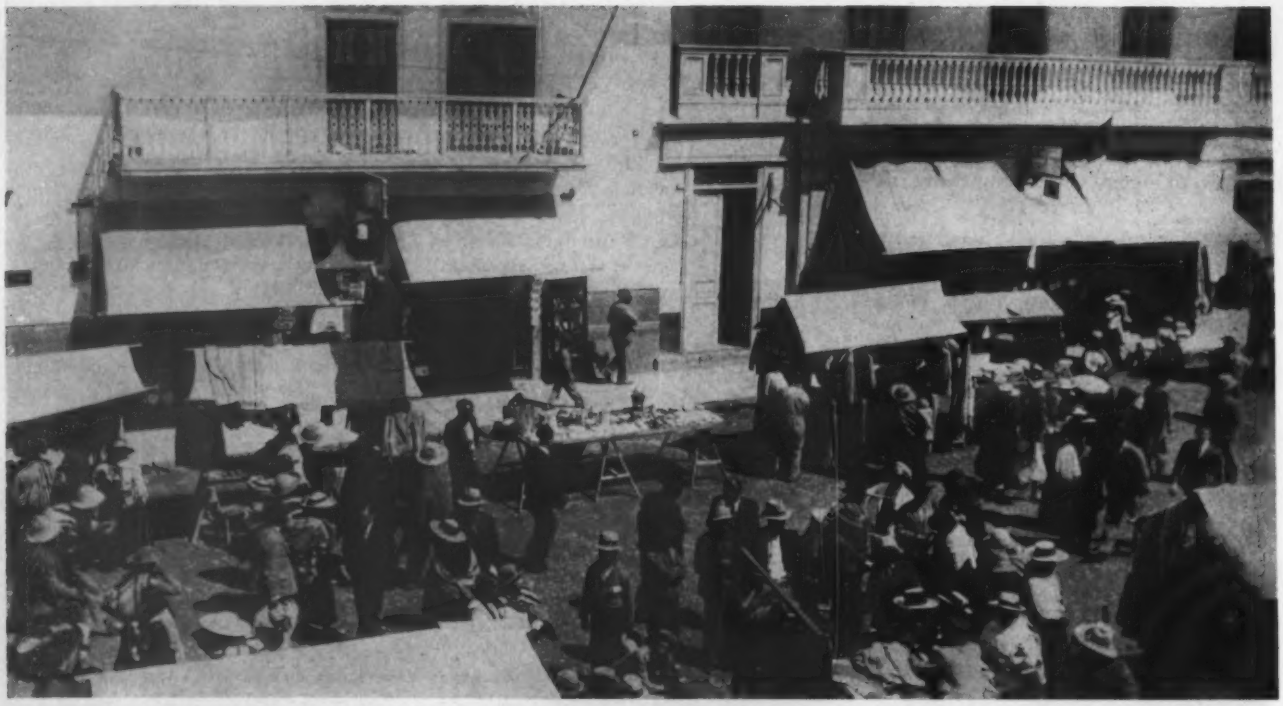
Business proposals submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout Peru before the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on a specific proposal.

U.S. firms will be provided with the names of Peruvian companies which express a definite interest, in order that follow-up action can be taken.

Send proposals

To submit a business proposal, firms are requested to answer the questions below and send with 2 copies to the Bureau of International Commerce, BIC-8210, Washington, D.C., 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or



MARKET DAY IN PROVINCIAL CAPITAL of Huancayo, Peru, is both business and social occasion. City of 27,000 is in Andes 125 miles east of Lima.

a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Mission will not seek a substitute for an established agent.

- Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Additional material

Each proposal must be accompanied by information such as brochures and other descriptive material not to exceed 50 single sheets. Data on the size and scope of your firm, catalogs and price-lists are appropriate.

If you are representing several firms, submit a separate business proposal for each client, with each specified by name and contract.

If your firm offers a variety of products, summarize them by commodity groups and submit a separate proposal for each grouping.

U.S. exporters are in top position to supply Peru development needs

Sales of U.S. goods up 15% in first eight months of 1964; stiff import duties encourage local production of many items; U.S. goods respected, but competitors make skillful challenges

By JOHN L. BARRETT
Commercial Attache U.S. Embassy, Lima

The outlook for business in Peru for 1965 continues to be good. U.S. businessmen are in an excellent position to sell Peru the machinery and equipment needed for economic development, as well as consumer goods which are highly desired in the Peruvian market.

Peru's imports from the United States in the first eight months of 1964 aggregated $157.2 million out of a total of $383.5 million, or $21.4 million (15.8%) higher than the same period of 1963. This occurred while total Peruvian imports increased only $12.9 million (3.5%), showing a significant improvement of the U.S. share of the market and reversing an earlier trend.

Although U.S. merchandise commands great respect in Peru our competitors are skillful and industrious.

Peruvians vitally need new and improved housing, particularly in the Lima-Callao area. While the need is greatest in the lower income classes, these cannot repay the mortgages and therefore the prospect for investment and sales is best in the middle and upper income groups. Housing construction machinery and modern materials such as plastics should be of interest, as would fixtures and hardware.

Stiff duties

Import duties are severe, so there is interest in the local production of sanitary ware, pottery, and china.

Automotive maintenance is limited and many old automobiles and trucks are

kept in operation so automotive maintenance and repair equipment is important.

There is comparatively little local food processing, preserving and packaging, compared with the potential market and the very high cost of imported goods.

The Peruvian Government is pushing to expand the road net; therefore road construction and maintenance equipment is of interest.

In view of the transportation difficulties in this rugged country, cargo aircraft capable of carrying heavy, bulky loads are needed, as well as equipment for making and maintaining airfields in remote areas.

The importance of the fishing industry indicates a need for fishing ship construction equipment, navigation, safety and fish-finding gear, to build more modern vessels.

Must compete

To increase sales in Peru, U.S. firms must meet the hard competition of European, Japanese and other producers. The Australians have recently made an extensive drive to increase the sales of their goods and the Canadians are also very active. In agricultural produce, Latin American neighbors are important suppliers, particularly in wheat and meat products.

The International Pacific Fair, held every other October, is the key fair on the West Coast of South America and the largest in the Western Hemisphere. It offers American companies an excellent opportunity to display their wares to Peruvian buyers and to businessmen from all the other South American countries, especially Ecuador, Chile and Bolivia. The United States Information Service participates with prestige exhibits which also emphasize American goods and services.

All Western European countries (except France), Czechoslovakia, Japan, Australia, and six Latin American countries are expected to mount commercially-oriented exhibitions in 1965. This makes it all the more important that American companies enter the Fair with hard-hitting, attractive merchandise displays.

Business groups frequently visit Peru. To be effective these visits must be carefully planned, composed of interested and enthusiastic members, present concrete business proposals, be of reasonable size, and stay long enough to do some good. Any group planning to go to Peru can work through the nearest Field Office of the Commerce Department in making preparations.

Peru's strong 1964 export performance is expected to be repeated in 1965, if world prices hold or improve for Peru's agricultural, fishmeal and mineral exports. If Peru's production holds steady or rises, internal economic conditions will be good, at least well into the year, despite a continued cost squeeze and a substantial Government budget deficit which has caused fears of devaluation.

MEANWHILE, BACK IN THE CITY, everyone is driving his American made car to the Sears store in Lima.

Therefore, Peru's prosperity depends on two conditions which it cannot control: world prices for its exports and natural conditions affecting agricultural and fishmeal production. Peru's export profits are tied directly to the prosperity of the United States and Western Europe, and improvements or declines in these areas have immediate effects in Peru.

Exports jumped more than $100 million in 1964, setting an all-time record of over $650 million. The increase was based mainly on rising production and strong world prices for fishmeal and minerals, both of which are expected to continue well into 1965. Export earnings provide the foreign exchange needed to purchase imports, without which Peru's prosperity would deteriorate.

In the vital mining sector, mineral prices were strong throughout 1964 and prosepects for 1965 continue to be good. The largest gain was in non-ferrous metals, as lead and zinc operated at full capacity and set export records.

General optimism in the mining industry is reflected in the plans of several key mining companies which are going ahead with expansions. The Cerro de Pasco Corp. is investing $9 million in projects which will include construction of a 750 ton-per-day selective flotation mill at the Yauricocha mine to concentrate lower grade complex ores containing copper, lead, and zinc. The company will increase the daily capacity of its zinc smelter at Oroya to 220 tons of slab zinc. Plans also call for the construction of a pilot plant to extract zinc, copper, silver, cadmium, indium and lead from the zinc leach residues by selective fuming.

Pilot plant

The Government-owned Mining Bank is studying the feasibility of a proposed electrolytic zinc plant. Preliminary plans call for manufacture of sulphuric acid as a by-product to be utilized in making super phosphate fertilizers.

The Andes Exploration Company, a subsidiary of Anaconda, is doing exploratory diamond drilling in its Cerro Verde claims, southwest of Arequipa.

The Minera Bayovar, S.A., a Delaware Corporation, is still negotiating with the Peruvian Government for a contract to develop the phosphate deposits in the Sechura desert.

The Southern Peru Copper Corp. will spend almost $16 million on its properties, enlarging its mill and drilling the Cuajones property.

The Marcona Mining Co. recently

STONE WALLS OF THE INCAS serve as foundation for homes in Cuzco. (Pan American Union photo.)

received a $13.8 million Export-Import Bank loan to buy U.S. equipment to expand its iron ore smelting facilities at a new port in San Nicolas Bay.

Petroleum also plays an important role in the minerals industry. The Kellog Co. will build a $10.5 million refinery at La Pampilla for the government-owned Empresa Petrolera Fiscal. This refinery, with a capacity of 15,000 barrels per day, will be located on the coast north of Callao.

Oil exploration is continuing, with the Cerro de Pasco Petroleum Corp. well Oxapampa 19-1 scheduled to be tested sometime in February. The Belco Petroleum Corp. of Peru is finishing its drilling platform one and a half miles off-shore from Punta Parinas in its Littoral number 3 claim. The company plans to drill 7 wells from this platform on the continental shelf.

Wm. Ross Cabeen and Associates is drilling three directional wells from shore in the Peruvian Pacific Petroleum Co.'s continental shelf concessions in northwest Peru.

The dispute between the Peruvian Government and the International Petroleum Company over the La Brea-Parinas concession remains unresolved, and there are reports that this question will be placed before a special session of the Peruvian Congress early in 1965.

Phenomenal

Fishmeal is a new and phenomenal industry, and Peru continued as the world's leading fishing nation in 1964 largely on its huge increase in the catch of anchovetas for the production of fishmeal. As the seasonal peak is from December to March, it is too early to make a specific forecast; however, early indications point to continued high production for the 1965 season.

The crisis which struck the fishmeal industry early in 1964 is past. However, the remaining companies will have to fight to survive as costs increase and the industry becomes more complex technologically. The key lies in adequate capitalization.

Cotton is Peru's top-ranking agricultural export. Exports fell 13% in 1964, while production dropped 14% (producers drew on stocks to take advantage of favorable world prices). Cotton production will probably recover the 1964 loss in 1965, but exports are not expected to rise as much.

Sugar is Peru's second-ranking agricultural export. Production declined 3% in 1964, but the value of exports rose due to favorable prices early in the year. A new production record of 830,000 tons is forecast for 1965, with exports to reach 530,000 tons as compared with 450,000 tons in 1964. However, the price of sugar exports will average much lower than in previous years due to world overproduction.

Rice imports, of which the United States is a major supplier, are expected to reach or exceed the high 1964 level. Wheat imports are expected to expand at its present rate. Argentina supplies the major portion, followed by the United States. Coffee exports are expected to rise above the 645,000 bags forecast for 1964.

Despite continued public debate on the strength of the currency, the sole is holding firm and shows no sign of being in immediate danger. The Government's fiscal policy, particularly increased taxes and tariffs, has aroused protests. However, the continuing strong performance by the export sector makes the outlook good. By year-end, Peru's foreign exchange holdings stood at $144 million, $19 million above December 1963.

Rising prices

However, rising costs of goods and services are an irritant and a potential threat. Prices rose 10 to 11% in 1964, and the forecast is for a continued moderate increase if the Peruvian Government does not impose additional import and transaction taxes. Recent action reducing the years which white-collar employees must work before retirement will place an additional cost pressure on

U.S. share rebounds

United States exports to Peru rose substantially in 1964 to reverse the past decade's downtrend in the U.S. share of Peru's import market.

The U.S. accounted for approximately 42% of Peru's total imports, estimated at $580 million in 1964, compared with only 37% in 1963. The expansion in import purchases is being financed by steadily increasing reserves of foreign exchange pushed upward by record sales of diversified exports and numerous international loans and credits.

Continued growth of U.S. sales can be expected if U.S. exporters meet strong competition through improved marketing methods and more aggressive salesmanship, and by providing more extensive credit when warranted by financial standings of purchasers.

Particular opportunities exist for the sale of housing construction machinery, road construction and maintenance equipment, cargo aircraft, automotive parts and repair equipment, machinery for maintaining airfields, telecommunications supplies, equipment for constructing fishing boats, and navigation, safety, and fish-finding gear.

companies operating in Peru and could be the forerunner of more expensive social security legislation.

Foreign loans emphasize confidence in Peru and underscore the Peruvian Government's emphasis on capital development. Several recent loans will have great impact in 1965. Since July 1964 the Agency for International Development (AID) has made $12.6 million in loans to Peru for cooperative housing and an agricultural program.

During the same period, the Export-Import Bank loaned the Marcona Mining Company $13 million, and the Inter-American Development Bank (IDB) lent $470,000 for highway feasibility studies, the Universidad de Ingenieria and Sierra irrigation and feeder roads.

At the end of 1964 a group of American banks (Manufacturers Hanover Trust, First National City, Bankers Trust, Continental Bank, International, National Bank of Detroit) loaned Peru $40 million.

With other loans made earlier in 1964, they invite the attention of American suppliers, not only to these specific projects but to those fields and areas around the projects which will be stimulated by this infusion of money and activity.

Investment growth

In addition to loans, Peru is receiving substantial foreign and domestic private investment which also shows public confidence in the economic and political future of the nation. An outstanding event of early 1965 will be the first deliveries by the General Motors assembly plant in Lima.

The Ford Motor Co. has also begun work on a $5.7 million assembly plant. American Motors and Renault have reportedly agreed to assemble the Rambler in Lima by the end of 1965. Volkswagen and Mercedes are also reported to be entering the assembly field in Peru with a $2.4 million plant which is expected to go into production in 1965. A number of other companies are also eyeing Peru for assembly of cars and trucks. These have all been spurred by inducements under the Industrial Promotion Law and by high duties for imported cars. The new plants may be expected to create satellite industries, as Peruvian plants are established to supply the automotive producers.

Chase Manhattan Bank has purchased a 51% interest in Banco Continental of Lima, which will be an affiliate of Chase Manhattan.

American Cyanamid is investing $1 million in a laminated plastic board factory.

The Morton Salt Co. and Rayon Peruana's new $1.3 million salt processing plant north of Callao will go into production soon. This venture became feasible when the Peruvian Government abolished its monopoly on salt last year. Earlier in 1964 Morton and Rayon Peruana inaugurated a chemical plant in the Callao area to process caustic soda, chlorine, hydrochloric acid, bicaloic phosphate, and bleach.

Armco built a half-million dollar plant for the manufacture of 5,000 tons welded steel tubing a year.

Phillips of the Netherlands has recently invested $2 million in a plant which will go into operation late in 1965 producing radio and television sets.

American and Peruvian interests, aided by an Export-Import Bank loan, joined in establishing Metalurgica Peruana, a steel and iron foundry, which was inaugurated on November 30.

The labor leaders are anti-communist, are friendly toward the United States, and are in general responsible and constructive in their attitudes. The AFL-CIO has joined with the Agency for International Development and American business interests to support the Center of Labor Studies, which has been notably successful in training young labor leaders.

While the general labor situation is stable, there are problem areas. One of these is the very substantial (50-60% of the basic wage) social benefits which are granted by law. Another is the banking industry, where a delicate peace has prevailed since last August.

COPPER SMELTER reflects the growth of Peru's mining sector, which hopes for another good year.

CHURCH TOWERS RISE against Andean peaks in Peruvian city of Huancavelica, 150 miles from Lima.

Lawn-care fervor making Australia inviting market

U.S.-Swedish team carries out on-spot survey of possibilities

Eternal enmity to crabgrass has been sworn by an increasing number of Australian homeowners, and this has attracted a 3-man sales exploration team from the United States and Sweden.

Heading the team is Robert W. Gibson, member of the Minneapolis Regional Export Expansion Council and vice president for marketing, Toro Manufacturing Corp. With Gibson on the tour, expected to last at least 18 days, are Toro's treasurer, E. S. Conover, and Stig Lindh, sales manager for the Swedish firm, AB Flymo, developer of the wheel-less rotary mower which moves on a cushion of air. Toro holds U.S. and Canadian licenses for the Flymo.

Australia has special appeal for the U.S. turf-care industry because, as Gibson notes, "Australian summers are contra-seasonal to ours and production for this attractive market would fit neatly into our manufacturing schedules."

Promising market

Australians are second only to Americans in lawn-care expenditures, purchasing some 200,000 power mowers a year. Gibson and Conover are seeking to determine whether potential Australian business for Toro warrants possible licensees or widened distribution.

Before the departure for Australia of the two Toro executives and the Swedish firm's sales manager, Toro officials conferred in Minneapolis with Lindh and Stig Tornebohm, president of Flymo's parent company, Svenska AB Bromsregulator.

The Swedish visitors compared notes with Toro officials on the first six months of Flymo promotion in Europe and the United States-Canada area. They discussed future plans for the mower which introduced the hover-craft principle to grass-cutting. Toro and Svenska AB Bromsregulator are investigating worldwide markets for the Flymo.

Lindh plans to visit New Zealand and South Africa before returning to Sweden, while Toro representatives are visiting nine European countries in February to present new developments in turf-care equipment, snow-throwers, underground sprinkler systems and golf vehicles.

Death claims Neil

By FREDERIC S. OTIS
Managing Editor

The unexpected death of Neil C. Hurley, Jr., chairman of the National Export Expansion Council and chairman of the board of the Thor Power Tool Co., shocked his thousands of friends and acquaintances throughout the world.

Mr. Hurley, 54, suffered a heart attack Feb. 9 in his home in River Forest, Ill., a suburb of Chicago.

Mr. Hurley, as readers of his weekly column in this magazine know, traveled extensively in the cause of increased sales of U.S. products overseas, a campaign to which he was completely dedicated when he accepted President Kennedy's appointment as chairman of the National Council.

Before the appointment, Mr. Hurley served Secretary of Commerce Luther Hodges as a principal advisor on the export expansion program.

He circled the globe a number of times, touring the worldwide network of distributors and subsidiaries of his own company. After he accepted the unsalaried Government office, he continued his travels, but spent much of his time visiting Department of Commerce Trade Fairs, Trade Centers and U.S. ambassadors and commercial officers overseas,

Officials pay tribute

"As Chairman of the National Export Expansion Council, Neil C. Hurley, Jr., rendered high service to the Nation by contributing to the attainment of important economic objectives.

"At personal sacrifice and with dedication and zeal, Mr. Hurley played a major role in the most intensive export expansion drive in United States history. He helped open the eyes of thousands of American businessmen to new opportunities in the world market, and their increased sales have provided many thousands of new jobs for American workers.

"The record advance in exports during the past three years is a tribute to Mr. Hurley's untiring devotion to the national welfare. He set an example of public service that is in the best tradition of the American business community and our free enterprise system."—**John T. Connor, Secretary of Commerce**

"Mr. Hurley's death is a great loss to the export expansion program. I worked personally with Mr. Hurley and can not recall in many years when I worked on any public service activity with anyone who has worked as hard and has given as much of himself, time, thought and energy as Neil Hurley gave to this job. I am sure the increase in exports from the United States in which so many companies and the Department participated was due in considerable part to the tireless energy and free giving of himself. It will be very, very difficult to replace him, so dedicated a public servant."—**Fred C. Foy, Chairman and Chief Executive Officer of the Koppers Co., Honorary Chairman, National Export Expansion Council.**

"Mr. Hurley's dedication to our state's business interests as well as those of the nation will long be remembered. His never ending charitable works in behalf of the community in which he lived also leave a mark of dedication. Illinois has lost an outstanding and devoted citizen and I have lost a good friend.—**Otto Kerner, Governor of Illinois**

"As mayor and on behalf of all Chicagoans, we of the city of Chicago mourn the loss of Neil C. Hurley, Jr. He was a great inspiration and help to those engaged in international trade, not only in Chicago but throughout the nation. We in Chicago recognize the long contributions which Mr. Hurley made in the development of the Port of Chicago and O'Hare International Airport. Surely his accomplishments will continue to serve as a testimonial to his foresight and planning."—**Richard J. Daley, Mayor of Chicago**

C. Hurley

in his unceasing quest for ways to expand U.S. trade abroad.

Mr. Hurley's first column appeared in the July 30, 1962, issue of INTERNATIONAL COMMERCE. The 138th, his last, appears on this page.

Despite his travels and his private business, he never missed a deadline.

Sometimes he would phone his "corner," as he called it, from far away places at his own expense. Sometimes he would fly hundreds of miles out of his normal route to get material for a good story. And although both his own firm's and many Government information writers were available to help him, he wrote every word of his column himself.

A working reporter

He reveled in the title of reporter and strove sincerely to report incidents and occurrences in international trade that would give the U.S. business community an honest picture of the rich opportunities he saw overseas.

His recent election to membership in the National Press Club in Washington was one of the great honors of his life, he confided to a friend. But as much as he enjoyed writing and serving as a reporter, he never lost sight of his mission as chairman of the Export Expansion Council.

He could find an interest in international trade in spots where few would think to look. He discussed it with everyone he met and reported to his readers.

Of his last 80 columns, 44 had foreign datelines and most of the others were from cities he visited to confer with other council members. With personal appearances at Regional Council meetings, by letter, and through his column, he kept up a constant attack on business apathy toward foreign trade.

Mr. Hurley was born in Chicago Jan. 27, 1911. He was graduated from the University of Notre Dame in 1932 and married Mary Ruth Fairman in 1934.

After graduation, he went to work as a factory worker in the Independent Pneumatic Tool Co., the plant his father founded 71 years ago. It was the predecessor of Thor. Mr. Hurley was named company president in 1944 and board chairman in 1958. He resigned as president last December.

Mrs. Hurley, three daughters and five grandchildren survive. Funeral services were in River Forest Feb. 12.

A certain character cries up a tantrum

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

This is a valentine that comes from the rack where are sold the caricatures of funny people. It is sent with love to a dyspeptic cherub on this day for sweethearts and blooming inamorata.

But the character in this story is true. He also is a top corporation executive acquaintance of mine.

Now, businessmen normally are open minded in opinion, tolerant in judgment and temperate in manner. But Abelard has tiffed with Heloise and he is crying up a tantrum. He also is vocal as Nancy Ames belting a ballad.

Last week he returned from a European motor trip, packing more misinformation than has traveled across the seas since Columbus reported to Queen Isabella the discovery of a shorter route to India.

Tourists influence trade, for good or evil, and this paramour of the U.S. hearthside returned with king size bitterness and a torch with burned out flame.

"A difficulty is to find at a London hotel someone that speaks English," declares this man who makes judgments on international trade. "Or a waiter at a German hotel who can speak German. Hotels are staffed with Spaniards and Italians and servants from other countries.

"When I first visited Europe 30 years ago a waiter could be tipped a nickel and he walked to the street to thank you. Now if you tip as much as in the United States, he hands it back. Did you know a maid in Germany receives $5 an hour?" A listener expressed incredulity. "$200 a week is right," he said. "My friends told me so. I find facts because I ask questions."

We don't know where our tourist stayed, or with whom he spoke, as his sources are fuzzy, but he mirrors talk of some who return from a visit abroad, the instant experts who spoke to everyone: waiters, maids, bartenders and taxi drivers. "I do not just listen to bureaucrats in embassies," he said.

"European food is terrible," this observer declared. "Go to a restaurant. The specialty of the house is the bill. The people are arrogant. There are two prices everywhere—one for Americans and one for the rest of the world.

"Hotels have no service. Some are as American as Las Vegas, and the others are worse. Last year a waiter at Rome's best known hostelry could not speak English. It was three weeks before this was discovered by a rare Italian guest. If you want a bath with soap, stay home."

He did not go to Ireland, but this did not prevent scratch sheet opinion on conditions within the emerald isle.

"The Japanese are constructing plants over the countryside," He continued. "Just this morning I received a package gift from a Tokyo firm, that is viewing southern Ireland closely. Sooner or later the United States will pay for Japanese adventures in Ireland, just as we pay for everything else overseas."

A few years ago, when not preoccupied with wrath, he journeyed the world. He is no novice to travel. His trip this year was the latest jewel in a necklace that has included radiant capitals up and down the earth. His travel opinions, heavens to Betsy, are circulated to special customers in a series of not so private letters.

"One out of every 500 Swiss is a millionaire," he declared. "I asked and found out. Most Americans do not ask. Inflation is so bad in Switzerland that a store 10 by 20 feet rents for $15,000 a year."

Sound familiar? He says he expresses a view shared by others. "But I do not want publicity," he declared. He also suffers from xenophobia. Do us a favor, Dear Valentine. Stay home.

COMPLICATIONS?

BIC unit untangles snags

Trade Complaints Section experts go to work in stormy commercial weather

By STANLEY LICHTENSTEIN
Staff Writer

Seller meets buyer. Seller fills order. Buyer pays for goods or services.

Ideally, all transactions in world commerce should be reducible to these terms. Most are, but mistakes, misunderstanding and misfortune do sometimes occur and must be reckoned with.

When the going gets rough, U.S. or overseas firms can—and often do—call for skilled help available at the U.S. Department of Commerce and at U.S. embassies abroad.

Experts in the Trade Complaints Section of the Bureau of International Commerce (BIC) in Washington play a quiet but helpful role in efforts to iron out difficulties. As circumstances permit, they point the way back to a smoother path.

Some typical patterns are revealed by a few examples selected from the Trade Complaints Section's varied files. In each case, summaries and highlights are presented here to illustrate the point without naming persons, firms or countries.

Communications a-wry

Seller meets buyer. Seller gets order. A series of misunderstandings prevents filling of order. "Meeting of minds" occurs only after overseas customer approaches U.S. Embassy and BIC machinery is set in motion to help resolve the impasse.

An initial $35,000 worth of equipment and materials for a foreign nuclear research organization (partly government-supported) was at stake in this case. After more than a year of delay, the customer in October 1964 contacted the Embassy, seeking "assistance in communicating its bona fides to (the U.S. company), which the complainant believes to be uncooperative in handling its orders because the American firm is apprehensive about the (customer's) ability to make payment."

Three weeks later, BIC's Trade Complaints Section in Washington was able to mark the case "closed." With the shipment on its way to the customer by air, the sales manager for the American supplier wrote gratefully to the U.S. Commerce Department field office for his area, saying, "I guess all is well that ends well, and we're certainly glad to get this one out of here." At the same time he sent the good tidings to the First Secretary of the U.S. Embassy which had originally received the customer's complaint. Reviewing the major difficulties and solutions, the U.S. sales manager observed:

"First, we did have some concern that

MEETING OF MINDS is essential to transactions at local vegetable market or in international trade.

the UNESCO bonds indicated for payment were not being used properly. It is our understanding that the UNESCO's are to be transmitted to the seller before shipment. Further, (the customer) has not transmitted to us a validated copy of the contract, which also caused us some concern. However, based primarily upon your airgram, we contacted Prof. _____ by telephone today and discussed this situation with him. As a result of this conversation, some $35,000 worth of equipment was shipped today. . . .

"The problem was one of communication. Perhaps we had been somewhat lax in taking care of the communications from this end but certainly the group in (the foreign country) had been equally lax. The language problem, I suspect, caused most of the difficulties.

"Thank you for your efforts on our behalf. The 20 minutes to one-half hour that you spent on this particular problem certainly saved a good sale for us and I sincerely hope has provided the (customer) with equipment which they will find extremely useful in their research program."

Irate customers

Seller appoints foreign firm as sales representative. Relationship is tranquil for many years, then foreign representative complains that American supplier has lately failed to fill orders "which we consider confirmed," opening door to possible litigation by customers claiming profit losses. Situation improves with aid of Bureau of International Commerce and an American trade association.

This case came to a head as a result of a delayed asparagus and tomato ketchup shipment. The foreign sales representative, reviewing generally "pleasant and interesting" dealings with the U.S. supplier, traced the development of the problem in these terms:

Early in the relationship, the sales representative had "suggested that you should ship in our name and that we should invoice our customers in order to facilitate your work." Bank costs for processing invoices and deeds of transfer were to be defrayed by the American supplier.

As a pre-season practice, the sales representative had regularly distributed circular letters, followed by a second set of circular letters with prices based on quotations from the American supplier. The sales representative granted cash discounts to many customers.

Failure of expected shipments to arrive, he pointed out to the supplier, made "not only my firm but also (an American canned goods association) appear in an unfavorable light, when the same eminent clientele, buying other American products, have to ask why your deliveries are missing." He continued:

"I have found out a solution which might be agreeable to you. Immediately when you inform us of the prices, I order a certain quantity of each kind and . . . when you have indicated date of shipping, I sell this quantity to my customers and store remaining quantities, if any, in . . . free ports . . . for future sale. . . . A 5% commission would be necessary. You, however, need not handle a lot of orders for small quantities. . . ."

Explaining that the largest restaurant wholesaler in his city, as well as two other substantial customers, were threatening to "claim compensation for lost commercial profit," the sales representative said that he could resolve his immediate predicament if the American supplier would cable the date of the shipment's arrival. "In some way we shall be able to explain the delay if we only know when the merchandises arrive."

Shortly after the nearest U.S. Department of Commerce field office entered the case, the supplier cabled the shipping date to the sales representative, explaining that a shortage of vessel space had caused the delay.

Here, then, was another "case closed" so far as the immediate issue was concerned. The sales representative declared that he was greatly "pleased with the excellent job" which the Bureau of International Commerce, in cooperation with the American industry association, had done for him. To prevent a recurrence of the difficulty, he wrote to the Commercial Secretary of his own country's embassy in the United States, asking the official to contact member-companies of the American association "to ascertain whether possibilities remain to continue business and in such a case (whether) the companies can promise more punctual deliveries."

Stranded merchandise

Seller receives overture from foreign importer interested in period furniture. From seller's catalog buyer selects introductory items expected to have wide appeal in his country, places "trial" order. Seller ships merchandise but buyer refuses to accept it on ground that import duty on furniture has risen 33⅓ to 50% and he could only market goods at heavy loss. Seller is forced to bring merchandise back to United States and dispose of it at reduced price.

This transaction was doomed from the start, as the American manufacturer later realized, because "apparently our factory office personnel did not make any detailed investigation" of the firm which had placed the order. The "Customer's Acknowledgment" was impressively decked out with official-looking seals, stamps, and the legend, "Irrevocably and Legally Sealed at _____ on the 12th day of September," etc. The seller saw no reason to be suspicious.

As it turned out, the legal-looking trappings were spurious, along with the customer's asserted reason for turning down the shipment. The duty rise had occurred more than a year before the customer cited it as a new development justifying rescinding of the contract.

Ways of minimizing the damage were thoroughly explored in consultation with bank officials, freight forwarders, diplomatic officials of both countries and staff of the U.S. Department of Commerce. As a bank officer outlined them, the American company had three alternatives: reshipment to the United States at the seller's expense; a reduced settlement between buyer and seller (precluded by the customer's apparent bad faith), and litigation in the courts of the buyer's country.

Feeling that there was no real choice

Grievances

What sorts of problems cause buyer and seller to be at loggerheads? The Trade Complaints Section reports that some of the more common complaints are:

- Failure to ship after payment was effected
- Failure of shipment to conform to specifications
- Failure to honor drafts against merchandise
- Failure to pay commissions, salaries, disbursements
- Short shipment
- Failure to ship; no payment made
- Alleged breach of agency agreement
- Failure to remit insurance payments collected as agent
- Excessive customs duties due to misclassification
- Failure to return deposit; goods not shipped
- Failure to remit because of foreign exchange difficulties
- Failure to furnish shipping documents
- Accounting difficulties

AS ORDERED? If buyer, seller do not talk on same wavelength, arriving goods may not serve purpose.

in the matter, the U.S. manufacturer reshipped and disposed of his goods on the American market at a loss of several thousand dollars. Recognizing that this was the best that could be done under the circumstances, the head of the firm conveyed his "deep appreciation and sincere thanks" to the Trade Complaints Section for its energetic efforts.

Overlooked correspondence

Seller of U.S.-produced seed in February ships five of 10 tons requested by foreign government official on behalf of farmers' group, promises to send five more tons in June. Second shipment, through oversight, is not sent and next available shipping date is too late for planting season. Though suits over crop losses are threatened, buyer is somewhat mollified by U.S. supplier's offer to provide 10 tons for next season at half-price.

Failure to ship in this case was caused by a personnel change at the supplier's headquarters and neglect in keeping up with correspondence. Efforts to rectify the error included exploration of possible use of commercial air freight (the cost would have been higher than the value of the seeds themselves), an inquiry as to whether a Military Air Transport Service airlift might be arranged for company-donated seeds as a gesture of international good will (Government schedules and costs would not permit), and, finally, the U.S. company's offer of seed for next season at half-price.

The customer, still complaining of dislocations caused by the failure to deliver, recognized that the American firm had done its best to clear up "a most embarrassing situation." Most important, the customer was still interested in the U.S. seed because of its high quality and requested that the company's offer be kept open.

Lessons

From their experience with cases like these and a variety of other types, staff members of the Trade Complaints Section suggest that observance of three basic rules can avert a peck of troubles:

► Know whom you're dealing with. The U.S. Department of Commerce can help you to obtain background information on firms and organizations with which you are negotiating.

► Spell out all terms and particulars of the agreement in detail so there will be no room for misinterpretation.

► Stay on top of your correspondence and communicate promptly and courteously with the other party on a regular basis.

More pointedly perhaps than any other function under the Bureau of International Commerce, the Trade Complaints Section operates in the knowledge that "American foreign commerce will prosper and expand only as long as the American trade reputation remains unblemished." At the same time, there is a reasonable insistence that fair dealing is a mutual responsibility of all parties to any agreement.

The good offices of the Trade Complaints Section are available to all concerned. Its services are advisory only, offered without compulsion. Something like three-quarters of the cases presented are considered to have been resolved to the general satisfaction of the parties. In terms of the money involved, these cases cause hardly a ripple in the total volume of U.S. trade, but their psychological impact is far more significant.

The Trade Complaints Section is largely concerned with an intangible asset, good will. In relations between traders, as between nations, that factor is crucial.

SHIP SALES SPURT

Worldwide sales of ships made a strong comeback in 1964 after a first-quarter slump, Jacq. Pierot, Jr., & Sons, New York ship brokers, reported recently.

Liberty ships showed stubborn survival value in the face of widespread predictions that such "slow, old" 10,000-ton vessels would become extinct. There was renewed interest in 16,000-20,000 deadweight-ton tankers, a substantial rise in scrap-tonnage prices and a marked increase in average sizes of new tankers and bulk carriers ordered.

Major acceleration of development pace called badly needed

World chamber's meeting in India hears appraisal by IBM's Watson

Accelerated progress toward freer markets and freer enterprise can be achieved if industrialized countries move significantly beyond their currently "modest" $1 to $2 billion annual investment and reinvestment in less developed countries.

So declared Arthur K. Watson, heading a 51-member U.S. delegation to the 20th biennial congress of the International Chamber of Commerce, meeting in New Delhi, India.

Some 1,000 business leaders from 40 nations heard Watson, board chairman of the IBM World Trade Corp., as he addressed the first plenary session in New Delhi's big convention hall, the Vigyan Bhavan. He said:

"I think prime ministers and presidents are tired of running steel mills and airlines. They want to turn their energies and resources back to projects that government alone can handle. India, for one, has doubled its goal for private foreign capital in its new plan, and I believe she is serious about that goal.

Statism gives ground

"What is true in India is true, to greater or lesser degrees, in many another developing country. Statism is beginning to retreat, apprehensions about foreign capital are beginning to recede. . . ."

Watson said that the industrialized and less developed nations have mutual "obligations"—the industralized group, to strive for a doubling and then a redoubling of current investments in coming years, and the less developed group, to "provide reasonable security for our investments, reasonable freedom to operate our businesses, and the reasonable opportunity to make a profit and take some of it home."

LICENSING PACT

Carbon brushes, machined specialty products and other items will be produced and sold in Europe under the Union Carbide trademark by Ringsdorff-Werke of Bad Godesberg, West Germany, under a recent agreement between the two firms. The brushes will be manufactured from base stock produced by Union Carbide in the United States.

'VIVAMERICA'

Swiss hail U.S. products

Department-store chain campaigns to sell American goods throughout Switzerland

Hundreds of thousands of dollars worth of U.S-made goods will be spread before Swiss consumers this week to start a unique department-store sales campaign with the built-in toast, "Vivamerica."

In the course of the 10-week event, which will involve stores throughout Switzerland:

- The mayor of Lausanne will become an honorary citizen of Kansas City, Mo.
- Anchorage, Boston and Seattle will "adopt" the Swiss city of Rapperswil.
- A merchant in Nyon, Switzerland, will step forth as a Colorado cowboy (Denver style).

"Vivamerica" is a project of the Swiss department store chain, Magazine zur Rheinbruecke Ag., promoting the sale of American-made goods in stores from Basel to Zug. Ninety per cent of the merchandise will be from the U.S., the balance from Canada and Mexico.

The project led to an out-of-the-ordinary bit of international co-operation to boost U.S. exports. Participants included the Bureau of International Commerce, U.S. commercial officers in Switzerland, the 42 U.S. Department of Commerce Field Offices in the U.S., and civic and business leaders in the Field Office cities.

Rheinbruecke's campaign will start in mid-week and continue through April. Stores in 24 cities will take part, but not simultaneously. Leading stores are in Basel, Lausanne, Lucerne and Lugano.

"We are using the most strategically placed stores for 'Vivamerica'," Ernest Bachrach, the firm's spokesman, said from the offices of Rheinbruecke's U.S. resident buyer, Kirby, Block & Co. of New York.

MODERN SWISS FAMILY, typical of those for whom 'Vivamerica' is designed, strolls on Alpine path.

'They haven't seen'

"We buy U.S. merchandise all the time, on a year-round basis. What we acquired for this promotion goes beyond what we normally buy—items most Europeans haven't seen and bought, in price ranges normally not bought for regular sales in our stores.

"The items include housewares, gifts and novelties. We'll emphasize the fashion aspect, and show co-ordinates in clothing typically American. We'll show the teenage viewpoint.

"There will be jewelry, glassware, lamps, garden furniture, outdoor and picnic items—categories to show the American way of life to the Swiss."

The "Vivamerica" advertising campaign was prepared in New York, with "strictly American artwork," Bachrach said. But the advertisements in Swiss newspapers will be in German, French and Italian.

Drawing lots

Working with BIC and the Commerce Department Field Offices, officials of the 42 Field Office cities drew lots to "adopt" Swiss cities having Rheinbruecke stores. Dozens of packages of photographs of the U.S. cities and their industries then were forwarded to the Swiss stores for window displays.

Kansas City, Mo., drew the City of Lausanne, located on Lake Geneva. Kansas City Mayor E. W. Davis announced he would name Lausanne Mayor Georges Andre Chevallaz an honorary citizen.

Albuquerque and Denver drew the City of Nyon, located near the western tip of Lake Geneva. Denver Mayor Thomas Currigan and the Denver Retail Merchants Association thereupon filed a request for certain statistics. When they got them, they sent Rene Herren, manager of the Rheinbruecke store in Nyon, a complete Western outfit—Stetson hat, Western shirt, dress riding breeches and Western boots.

'Glad to help'

Officials of all the U.S. cities sent greetings to the "adopted" cities in Switzerland. The message from Mayor Robert Wagner of New York to store officials in Basel is typical. It said:

"The citizens of New York City join me in extending congratulations and best wishes for success in your imaginative 'Vivamerica' program.

"We are grateful for the opportunity to assist in acquainting the people of Switzerland with part of the United States. We hope that this will further strengthen the bonds of friendship that unite our two countries."

In addition to Rapperswil, Lausanne, Nyon and Basel (which New York and Des Moines both drew) the Swiss cities and their U. S. sponsoring cities are:

Other cities

Bellinzona (Miami).
Coire (Atlanta, Memphis).
Delemont (Cheyenne, Savannah).
Fribourg (Honolulu, Los Angeles).
Heerbrugg (Pittsburgh, Salt Lake City).
Langenthal (Philadelphia, Santurce).
Liestal (Buffalo, Minneapolis).
Locarno (St. Louis).
Lucerne (Dallas, Houston).
Lugano (Charleston, S. C., San Francisco).
Morges (New Orleans, Portland).
Rolle (Birmingham, Detroit).
Schaffhouse (Charleston, W. Va., Phoenix).
Sion (Chicago, Greensboro).
Soleure (Jacksonville).
Vevey (Hartford).
Wattwil (Milwaukee).
Wohlen (Cincinnati, Richmond).
Yverdon (Baltimore, Cleveland).
Zug (Reno).

Virginia launches two-phase drive for 1965 exports

Matching technique is applied to bring customers to firms

Exports and jobs in Virginia can and will move upward together, leaders of the State administration are determined.

The Division of Industrial Development and Planning, headed by Joseph G. Hamrick, director, has announced a two-phase, year-long study and promotional program to further both aims.

In this effort the Division will set about matching markets and producers. Phase One will be a study of products available for and manufacturers interested in increased foreign trade. A consulting contract for carrying out this 6-month operation has been awarded to the University of Richmond's Management Development Center.

Plans call for devoting the second half of the year to Phase Two, an extensive direct-mail campaign aimed at overseas banks, industry and trade associations, importers, and U.S. trade centers.

Intermediary

Inquiries resulting from the direct-mail campaign will be checked against the Division's files of manufacturers and products. All manufacturers in a product classification will be advised of relevant inquiries, and it will be up to the companies to take it from there.

In his announcement of the two-phase program Hamrick said:

"In this campaign we will cooperate with all agencies outside government, such as the Virginia State Chamber of Commerce, the Virginia Manufacturers Association and other organizations presently engaged in promoting foreign trade.

"We know there are Virginia manufacturers interested in increasing exports and we know there are foreign markets for made-in-Virginia products. An educational program will probably be necessary to increase know-how in bringing the two together."

Investigation

The study and promotional effort stem from a month-long investigation made in Europe last year by Richard C. Holmquist, consultant to the Virginia Industrial Development and Planning Division.

Division Director Hamrick points out that a successful campaign along the lines indicated in the report should provide increased employment not only in manufacturing plants but also in raw materials production and transportation.

Foreign Trade Council elects new board members

Seven new members were elected to the National Foreign Trade Council's board of directors at the organization's 52d annual members' meeting in New York City headquarters. The new directors are:

Roger E. Anderson, vice president, Continental Illinois National Bank & Trust Co., Chicago; J. S. Fluor, board chairman, Fluor Corp., Ltd., Los Angeles; George L. Parkhurst, director and vice president, Standard Oil Co. of California; Roland Pierotti, executive vice president, Bank of America, San Francisco; Alfred Brittain III, senior vice president, Bankers Trust Co., New York; Rudolph E. Ludt, senior vice president, Celanese Corp. of America, New York, and Albert C. Wall, senior vice president, Chubb & Son, Inc., New York.

Executives' society adds to membership, sets shipping talks

Two new groups now eligible to join export specialists

Export specialists can now join the American Society of International Executives (ASIE) under two new categories, Thomas C. Ballagh, president of the organization, has announced.

► **Cooperating Memberships**—for employees of non-profit organizations, college teachers and government workers.

► **Associate Memberships**—for employees of firms in international business who are ineligible for other categories.

ASIE, founded last year as an organization pioneering in the establishment of professional standards for specialists in international commerce, issues certificates of qualification to trained and experienced export documentation specialists, export managers and their assistants, and other seasoned workers on the world-trade scene (INTERNATIONAL COMMERCE, June 22, 1964, p. 8).

Seminar announced

Ballagh, president of Ballagh & Thrall, Inc., and a member of the Regional Export Expansion Council, also announced an ASIE Marine Transportation Seminar to be held on Tuesday, March 2.

Contact: American Society of International Executives, Secretarial Suite, Sheraton Hotel, Philadelphia, Pa., 19103. **Telephone:** (215) 563-3887.

PR leaders meeting March 3 in Chicago for global review

Overseas promotion techniques to dominate day-long program

How American organizations can put their best foot forward in operations overseas will be the main concern of the International Advertising Association's Chicago chapter at all-day sessions on Wed., March 3.

WHITE

The occasion will be the second annual Midwestern International Advertising Caucus, starting at 9 a.m. in the Crystal Foyer of the Sheraton-Chicago Hotel.

In the morning, the theme will be "Planning, Producing and Measuring International Public Relations"; in the afternoon, the international advertising budget will be discussed.

Opening address

Keynote speaker will be Francis X. White, vice president, American Metal Climax, Inc. White is a former economist for the United States Embassy in Bonn, directing the Marshall Plan investment program for West Germany and West Berlin. A member of the International Marketing Institute, he has served as lawyer and adviser for various U.S. Government agencies.

The Caucus will be open to both members and non-members of the Association at fees of $15 and $20, respectively.

Write: Thomas C. Stevenson, *Reader's Digest*, 430 N. Michigan Avenue, Chicago, Ill. 60611. Telephone: (312) 467-9500.

MODELS FROM AN ARTIST'S CONCEPTION of Hong Kong 'City Center' redevelopment project, superimposed on photo of old Royal Naval Dockyard, show how area may look. Models are outlined in white.

Hong Kong's 'City Center' project, planned to start this year, offers variety of U.S. sales opportunities

Multimillion-dollar renewal program envisions construction of high rise apartments, office buildings, pedestrian mall

Officials of the Crown Colony of Hong Kong are ready to wrap up plans for a multimillion-dollar urban renewal project offering a variety of opportunities for U.S. export sales over the next several years.

The project is the Hong Kong "City Center" redevelopment of a 13½-acre tract formerly occupied by the Royal Navy Dockyard. Construction is expected to start next summer and to be completed in 1973.

The development will be of special interest to engineering and service firms and to manufacturers of earthmoving and construction equipment, building materials, air-conditioning equipment and elevators.

Modern design

The City Center scheme envisions construction of high-rise office and apartment buildings, department stores, a supermarket, theaters and a multi-story parking garage. A feature of the project will be a pedestrian mall 18 feet above ground level, with mezzanine and ground-level parking areas beneath it

Subject to Colony land-use requirements, providing a balance of offices, apartments, shops and parking facilities in the center, the design of the project will be left to developers bidding for the land. As announced last summer, the deadline for these bids is March 1.

The project is divided into two equal lots. Tenders for the first will be awarded June 24. Tenders for the second will be awarded next December. Copies of tender documents may be obtained at $15 each from British Information Services, 845 Third Ave., New York, N.Y. 100022.

Trade opportunities

A copy of the official brochure, maps and sales conditions is available for review in the offices of the Trade Opportunities Staff, Business and Defense Services Administration—6192, U.S. Department of Commerce, Washington, D.C. 20230.

As the project progresses after bids are awarded to the developers, sales opportunities for U.S. manufacturers, suppliers, contractors and engineering firms will be published in the World Trade Opportunities section of INTERNATIONAL COMMERCE. Additional information may be obtained from the U.S. Consulate-General, 26 Garden Rd., Hong Kong.

Milan to feature control equipment

U.S. industrial process control equipment and components will be displayed June 20-27 at the Trade Center in Milan.

New and experienced exporters have been invited to enter the show and sell in a market now importing more than $700 million annually in products from the United States.

The latest U.S. industrial control equipment will be featured, including electrical, electronic and mechanical control types. Also shown will be precision equipment for testing, analyzing, detecting, converting and measuring.

The U.S. Embassy in Rome said recently the continued industrialization in Italy, with increasing emphasis on improved efficiency of operation, presents excellent market opportunities for advanced equipment.

Write: Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., or any of the 42 regional field offices.

ONE-INDUSTRY economies, such as that reflected by this Central American banana plantation, will be a thing of the past once the diversification programs of the new Common Market take full effect.

Central American Common Market hasn't changed import picture yet

Area will not become a unified regional market until 1970; major changes are likely in types of goods imported, however

By ROBERT H. BATEMAN
Bureau of International Commerce

The recent efforts of the Central American Republics of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua to rationalize the economy of the region by forming a common market have met with an encouraging degree of success and received the widespread approval of their trading partners.

Nevertheless, there has been some understandable confusion regarding the present status of the Central American Common Market (CACM).

Most observers agree that prospects for U.S. exports to Central America will remain bright, as the impetus to economic expansion provided by integration takes full effect. However, a major change in the *type* of goods imported by the CACM is likely. For example, traditional consumer goods imports will begin to be produced locally, but demand for the light industrial equipment necessary to produce them will increase correspondingly.

Duty rates applying to specific commodities under the CACM or a more detailed *Status Report on the Central American Common Market* can be obtained from the Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

The first stage in developing the CACM involved the elimination of internal duties on goods originating within the region, and for all practical purposes free internal trade is now an accomplished fact.

Gradual adjustment

Furthermore, gradual adjustment of the five national tariffs to a single, uniform CACM external tariff is also proceeding very well. However, one extremely important step remains to be taken: the adoption of a common customs administration. As a consequence, the situation faced by a prospective or actual exporter to Central America has changed very little, unless he is legally incorporated or in partnership within the CACM.

When agreement is reached on an equitable system of distributing customs revenues, the CACM members will be able to allow the free internal circulation of products originating in nonmember countries upon payment of the external duty.

The Uniform Central American Customs Code is scheduled to go into effect about 1970; only at that time will a single regional market replace the present five separate national ones, at least from the point of view of the U.S. exporter. Prior to that date customs duties will be collected each time a third country commodity crosses a CACM member's border.

New York show to feature inventions by the score

Who said there was nothing new or nothing left to invent?

Certainly not anyone connected with the International Inventors and New Products Exhibition at the New York Coliseum Sept. 8-13.

Thousands of new inventions and products will be on display at the show.

Roger S. Shashoua, president of the International Institute for Patented Products, Ltd., said this would be the first occasion in the United States where inventors and companies from throughout the world would be able to display their items, new products and lines to a large audience of international business executives.

The public will be permitted to attend the show at certain times.

Write: International Institute for Patented Products, Ltd., 554 Fifth Avenue, New York, N.Y.

U.S. manufacturer supplies equipment to Venezuelan plant

Tools, dies, presses to be sent this month to firm in Maracaibo for new refrigerator factory

A new manufacturing plant in Venezuela, to begin operation in the spring, will be equipped with U.S.-made machinery.

The Fred D. Wright Co., of Nashville, Tenn., this month is shipping Wright-produced tools and dies and large presses completely rebuilt at their Nashville plant to Empresas Incorporadas in Maracaibo.

Purchase of the "production package" is an outgrowth of an inquiry by a Venezuelan executive during the visit of a U.S. Trade Mission to the country last year.

Empresas, established by a group of Venezuelan businessmen, will manufacture Norge refrigerators. Overall investment in the new plant is $1 million. Forty-two men will be employed at the outset. Total employment is expected to reach 80 when full production is achieved.

To keep unit production costs at a minimum and to make allowance for the feed-level and press-tonnage limitations at the Maracaibo plant, the Wright Company—through its affiliate, Southeastern Engineering Co., Inc.—simplified the design of a standard Norge refrigerator under a special arrangement with Borg-Warner International. The refrigerators will bear the name "Norge" and also "Empresas Incorporadas."

Georgia trade mission reports on visit to Western Europe

Members impressed by vitality of market, opportunities offered to State's business community; results cited

Members of a Georgia trade mission returned from abroad with strong convictions about the vitality of the Western European market and the opportunities it offers their State's business community, says Mrs. Virginia W. Allgood, chief of the International Service Division of Georgia's Department of Industry and Trade.

Mrs. Allgood was coordinator of the trade mission organized in the fall by her agency.

Georgia was the fourth State to qualify under the Commerce Department's criteria for industry-organized, Government-approved trade missions. Before its departure, the Georgia group was briefed by foreign trade specialists of the Bureau of International Commerce.

None of the members of the mission had exported to Europe and one had only recently begun to export at all.

Broad interests

Their objectives included the appointment of agents, distributors and licensees; a study of the feasibility of locating assembly plants in various areas; an appraisal of operating methods and physical plant; a search for new ideas or products to improve diversification; direct sales; personal contacts which might lead to direct sales; promotion of tourism, and bringing to the attention of industrial, commercial and financial interests products and opportunities from Georgia.

The members' interests were varied. Their companies manufacture such items as commercial and industrial fans, lawn sweepers, steel shelving, radiant heating units, irrigation systems and epoxy resins. They found much interest in additional products—such as pharmaceuticals, food specialties, chemicals, swimming pool equipment—and in new techniques and materials.

On behalf of the State, the mission talked with many individuals and trade associations. Receptions for travel agents were held in Paris, Duesseldorf and London. As a result, one agency is arranging tours to Georgia and the World's Fair; another is planning several "technical visits" to Georgia this year; and another has inquired about the possibility of a student tour, the mission reports. General interest in the variety of attractions in Georgia, the members say, should markedly increase travel to the State.

Tangible results

In addition, more than a hundred contacts were made by the individual members. Tangible results reported include a substantial sale of irrigation equipment; appointment of one agent and negotiations with three other agents; several requests for samples for evaluation; two items to be considered for possible manufacture in Georgia; preliminary negotiation with four firms regarding two food products; negotiations toward establishment of an assembly plant in Europe, and valuable contacts for future sales expansion.

The mission reports that of 99 classifications in the Brussels nomenclature, Georgia produces products in 63, and that of 19 items listed as leading French imports of U.S. products 10 are produced in Georgia.

Members of the mission paid their own expenses. Those participating were:

E. W. Mann, Jr., president, Rainbow Manufacturing Co., Fitzgerald; John B. Tuggle, executive vice president, C & H Air Conditioning Fan Co., Inc., Atlanta; Don C. Wells, president, Magnolia Plastics, Inc., Chamblee, and Mrs. Allgood.

INSPECTOR CHECKS alignment of cam dies which will be used for forming flanges on refrigerator doors at new plant in Venezuela. Built by Wright, the dies are pretested in giant tryout presses.

Paneuropa, Inc., of New York, represented B. H. Hubbert & Son, General Electric, Bastian-Blessing, Electro-Freeze, Franklin Products at catering equipment exhibit in Milan.

Pensive chef, photographer, exhibit managers await start of Milan show. Balcony gives view of some exhibits.

In Milan..

They liked U.S. pizza oven at catering equipment show

Faced with the need to modernize the kitchen, Italian restaurateurs, hotel men and hospital officials seem to be finding what they want—with a "made-in-U.S.A." label.

At least, they found $118,875 worth at the recent Institutional Catering Equipment Show at the U.S. Trade Center in Milan.

Thirty-four U.S. manufacturers were represented at the Jan. 23-30 show. Eleven exhibitors were new to the market. Some of the activity in which they were involved is shown in the accompanying pictures.

Italian show featured such products as U.S.-made pizza ovens—baking U.S.-made pizza. Peter Studner demonstrates for Bakers Pride Oven.

DUSK COVERS NAGOYA, and people on their way home pass Nagoya Station. This city, like many in Japan, is industrializing rapidly and presents a good market for industrial pumps and compressors. The Trade Center in Tokyo will feature products in this line May 19-29. (Japan Air Lines photo)

Industrial pumps and compressors to be featured at Tokyo Center

Exhibit in May planned to expand U.S. share of Japanese market, now totaling about $16 million; growth trend expected to continue

U.S. manufacturers of industrial pumps and compressors will have an opportunity to demonstrate and sell their products at the Trade Center in Tokyo May 19-29.

Japan is one of the leading world markets for industrial pumps and compressors, with annual purchases totaling about $150 million. The forthcoming exhibit conducted by the Bureau of International Commerce has been planned to expand the U.S. share of this market, which now is about $16 million.

According to a special market survey, both the size of the market and the value of the equipment bought from the United States have increased steadily during the last decade. The survey indicates that this trend will continue, and that the United States could possibly double its share of this market in a few years.

This optimistic outlook is supported by the rapidly expanding Japanese economy, plus government and private emphasis on further developing and modernizing industries which are prime users of pumps and compressors.

The exhibit will feature pumps and compressors new to the industry, of advanced or compact design, with higher than usual capacity, or of special use in specific industries. Although U.S. manufacturers entering the Japanese market for the first time will find many of their U.S. competitors on the scene, they will also discover ample room for newcomers with quality merchandise.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's Field Offices.

Swiss ask materials to purify water, air

The United States is not the only country worried about the possibility of a silent spring. Switzerland and neighboring countries are concerned about this problem.

The American Embassy in Bern reports public authorities in Switzerland and surrounding lands are attaching more importance to water and air conservation, protection of natural resources, disposal of waste and allied questions.

This situation provides encouraging business prospects for modern equipment along these lines, the Embassy reports.

A special Business Information Center, promoting U.S.-made water and air purification equipment, will be set up by the Bureau of International Commerce at the third International Exhibition and Congress on Water, Wastes, Air, Pro Aqua '65, March 1-7, in Basel, Switzerland.

In addition to a comprehensive exhibition, a congress has been scheduled that will feature lectures on "Water and Air in Land Development." Some 600 scientists and specialists from 19 countries attended the 1961 congress, while 15,000 professional and public visitors attended the Exhibition. A similar turnout is expected for Pro Aqua '65.

BEDDING CONVENTION

The National Association of Bedding Manufacturers will hold its golden anniversary convention and bedding supplies market March 7-10 at the Conrad Hilton Hotel in Chicago. The market annually attracts many foreign bedding manufacturers interested in buying U.S.-made bedding industry supplies. **Write:** National Association of Bedding Manufacturers, 724 9th St., NW., Washington, D.C. 20001, or c/o March Merchandise Mart, Chicago, Ill. 60654.

Further details about international trade fairs and trade center shows may be obtained from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

SWITZERLAND

Small nation, big buyer

Labor shortage creates many import needs; Swiss insist on top quality

By RENE LUTZ

Commercial Officer, U.S. Consulate General, Zurich

Switzerland's 1965 appetite for foreign goods is expected to bring another healthy increase in imports to this burgeoning market, where U.S. sales grew twice as rapidly as those from the rest of the world during the first nine months of 1964.

Road building equipment is a big item in U.S. sales to Switzerland. Sales should remain high and even grow as Switzerland faces a road building program with a manpower shortage.

Fork-lift trucks and other equipment that requires less muscle power to move materials are in good demand.

Machinery for the construction industry also offers good prospects this year. The labor shortage in this industry is particularly tight. Despite Government restrictions on certain kinds of construction, there is great pressure on the industry to fill demands. Building materials that permit installation with a minimum of labor are likely to sell well under present conditions.

Automatic devices and labor-saving machinery adaptable to relatively small-scale production are in demand. Switzerland's manufacturing plants are typically small, and mass production is nearly unknown. Rather, Swiss industry concentrates on high-quality production of relatively small quantities of specialized products requiring individual attention. Under these conditions, control devices and automatic processes designed for astronomic production runs do not sell in Switzerland.

However, there are sales possibilities for machinery and production aids that will save labor in limited-scale production.

There is a good market for many types of electronic components in Switzerland, including semi-conductors, capacitors, resistors, connectors, miniature and sub-miniature components, and integrated circuits. The technical advantages of their products generally put American suppliers in a strong position in this field.

Memory products, including ferrite cores, memory planes and memory stacks, are used in a growing number of applications. American know-how is particularly well-regarded in these applications.

Demand for scientific, industrial and technical instruments continues at a high level. Total imports in the first nine months of 1964 were up more than 18% over the corresponding period of 1963,

WHO SAYS you can't eat the scenery? The Swiss have used their only great natural asset, beauty, as the cornerstone of a thriving tourist industry.

while imports from the United States rose by 36%. There are particularly good sales possibilities for U.S. electronic industrial and research lab instruments.

As the labor shortage extends into every aspect of Swiss economic activity, machinery and equipment to increase white collar productivity is as desirable as that for use in factories. This situation offers a wide range of possibilities for American manufacturers of office equipment and supplies.

Higher incomes, changing consumer habits and labor shortages are all strengthening the trend toward packaged goods and self-service.

Despite a fundamental conservatism in Switzerland, based on the proven success of old ways, economic developments are forcing changes, and many of these changes provide opportunities for the sale of American products.

Among the largest

Switzerland, with a population of about 5½ million, ranks among the 10 largest import markets of the world. The Swiss buy well over $3 billion worth of the world's products every year.

Although the United States supplies a little less than 10% of total Swiss imports, the more than $300 million worth of U.S. goods sold to Switzerland make it one of the United States' most important customers on a per-capital basis.

In the first six months of 1964, U.S. sales to Switzerland in nearly every category increased over January-June of 1963. Best performers were tobacco, organic chemical products, developed and undeveloped films, cosmetics, paper and paper products, hand tools, miscellaneous metal products, machinery and equipment, autos and auto parts, furniture, and medical, scientific and control instruments.

The largest sales volume was in machinery and equipment. In the first half of 1964 Swiss purchases of U.S. machinery and equipment amounted to almost $36.5 million, an increase of 21% over the same period of 1963.

Sales of U.S. cosmetics, film, paper products, autos and parts, instruments and furniture continue the expansive trend of the past four or five years.

Switzerland's per-capita income is one of the highest in the world. Particularly significant, however, is the fact that this high income is based almost entirely on human rather than natural resources. Switzerland's natural resources have been described as consisting mainly of falling water and scenery.

Switzerland's economy is geared to international trade. Import duties for most raw materials and industrial products are low. As a member of the European Free Trade Association (EFTA), Switzerland grants and receives favored tariff treatment in trade with other EFTA members.

During the past few years, Switzerland's economy has operated at the highest levels in its history. The average annual growth rate of the gross national product (GNP) has been nearly 6% since 1960. However, continued pressures on Swiss industry have brought rising prices and an acute labor shortage. Consumer prices have risen by slightly more than 3% a year since 1960.

In August 1964, there were 721,000 foreign workers in Switzerland on Government permits.

For a number of economic and social reasons, the Swiss Government has moved to prevent a further increase in the number of foreign workers, decreasing the dependence on non-Swiss workers. This situation, combined with continued strong demand for Swiss products at home and abroad, is causing Swiss firms to turn increasingly to use of high speed and automatic machinery, and materials-handling and labor-saving devices. The United States, with its broad and technologically-advanced production in this field, should be in the best position to supply these products.

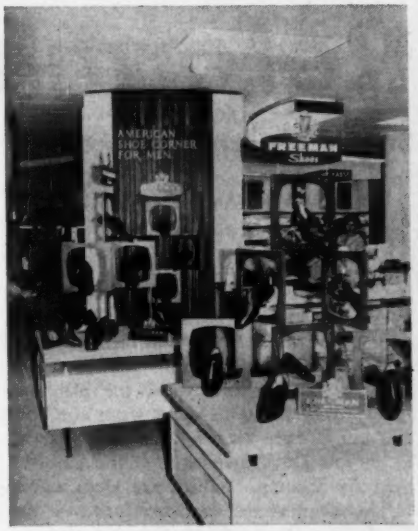
Demand for consumer goods should also remain high, and perhaps increase as income rises and the gains of increased productivity are shared by wage and salary earners.

French banks

The French banking system is outlined in a new booklet, "Banking in France," issued by Bankers Trust Company of New York.

The 12-page booklet describes the various credit institutions in France and their functions, such as the National Credit Council, Bank of France, Banking Control Commission, the Parisian deposit banks, the "banques d'affaires," and the quasi-governmental agencies engaged in long-term financing.

Free copies are available from the European Division, International Banking Department, Bankers Trust Company, P.O. Box 318, New York, N.Y. 10015.



A LEADING Zurich department store features this "American shoe corner." Statistics indicate that every third Swiss foot wears an imported shoe.

Although prospects for selling many American products are good in the immediate future, certain aspects of the Swiss situation must be understood.

- The market is extremely competitive. The Swiss business community is sophisticated and highly experienced in international trade. Other European countries are actively working the Swiss market and use their proximity to fullest advantage.
- Although the Swiss buy nearly every category of foreign product, not every product can be sold successfully in Switzerland. Swiss consumer taste, which is usually conservative, must be given proper consideration. The Swiss have a particularly high regard for quality and durability.
- American suppliers, especially of certain consumer goods, should be willing to accept small orders, particularly in the early stages of market development. Refusal of some American suppliers to handle orders appropriate to the size of the market sometimes causes buyers to turn to other sellers.

A special situation, perhaps unique in Switzerland, concerns the reluctance or inability of many Swiss distributors to take on additional lines. This arises from the extreme shortage of all kinds of personnel, particularly technically qualified personnel and salesmen. A further shortage is in store and warehouse space. Some distributors are unable to handle any further business simply because of these limitations.

Reforming tax systems

Survey of Latin America sees increased tax legislation since Alliance for Progress began

By WILLIAM FROHLICH
Bureau of International Commerce

New income tax legislation exists or is pending in most Latin American countries.

These laws and other tax reform measures implementing them have been enacted since the advent of the Alliance for Progress, and resulted from the special conference on Fiscal Policy for the Economic Development of Latin America held in Santiago, Chile, in Dec. 1962.

The Conference was sponsored by the Joint Tax Program of Organization of American States (OAS); Inter-American Development Bank (IDB); Economic Commission for Latin America (ECLA).

A country-by-country review of tax actions follows.

Argentina

Legislation passed by Congress, but not yet signed, was introduced to readjust the tax structure to effect a better distribution. It raises tax rates for individuals in medium and high tax brackets, and provides larger exemptions for those in the lower income tax brackets.

However, the bill does contain provisions, which, in effect, penalizes foreign companies operating in Argentina.

As an example, the new tax schedule calls for a rate of 61.05% payable by foreign corporations for dividends, profits, and interests payments earned by them, as compared with only 37.95% payable by local firms.

Bolivia

Studies are believed to be in progress on the current income tax law which has not been amended since Jan. 1, 1957. Nothing of significance along these lines has been reported.

Brazil

The new income tax law, as passed by the Congress (Law 4506 enacted Nov. 1964), would have reduced personal income tax incidence by 3% below previous levels.

Certain Presidential item vetoes, however, allegedly have had the effect of retaining the previous level of incidence on personal incomes. The new law increases the base rate on business income from 23 to 28%.

Chile

The income tax law established early in 1964 completely replaced the general income tax law of 1945. Although uncertainties concerning the revenue effects of the new law exist, the most regressive features of the previous tax law appear to have been eliminated.

The new law is estimated to increase tax revenues by 70 million escudos; 30 million attributable directly to the new law, and the additional 40 million representing an estimated increase in tax collections that may result from improved administration under the new law.

Further legislation is believed to be necessary before Chile's tax system will satisfy its social and economic needs.

Colombia

Columbia has instituted complete tax reform modifying the concept of income and the tax rate structure which, in general, calls for a general raising of rates, a lowering of the level of exemption, and the taxing of capital gains.

There also are additional measures for promoting social progress and economic development.

Costa Rica

The Costa Rican Government effected certain administrative changes in its income tax legislation as of Nov. 16, 1962. These changes are believed to make possible a more equitable administration of the law and allow for better enforcement.

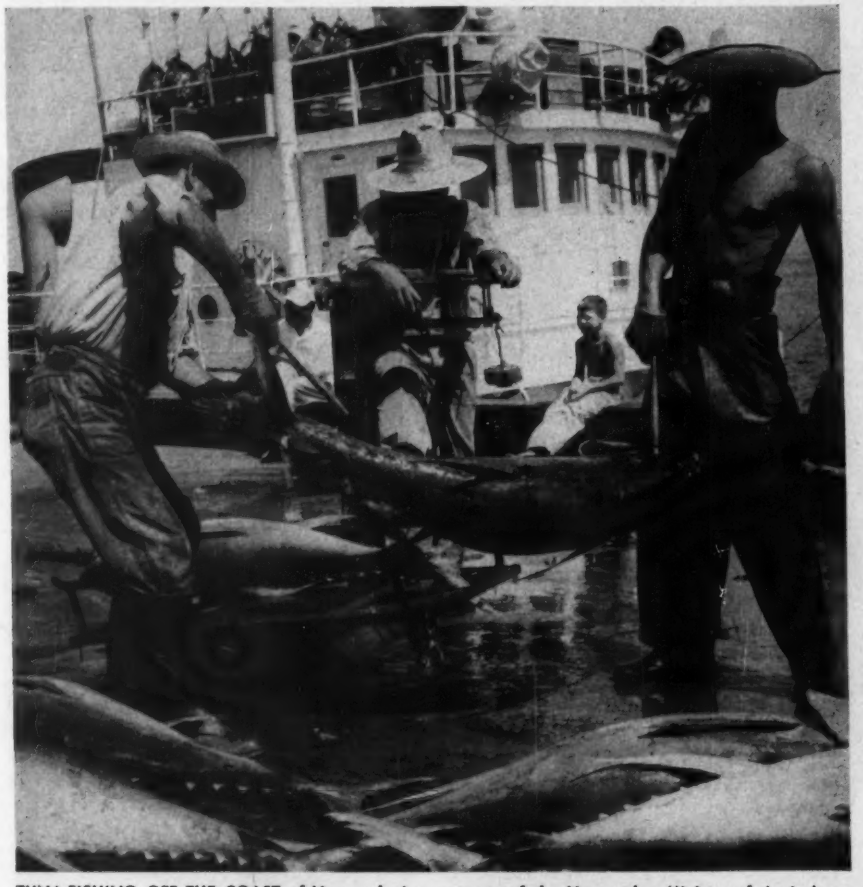
Dominican Republic

The latest amendment to the Dominican Republic's basic income tax law of May 1962 (already amended twice) was signed and published on April 30, 1964.

In addition to considering an individual's ability to pay the income tax, the existing "complementary" tax on net incomes over $900,000 was raised to 70%.

The new measure, among other things, also allows deductions for business losses.

HOUSEWIVES IN BOGOTA shop open-air markets for vegetables raised from U.S. seed (Asgrow photo).



TUNA-FISHING OFF THE COAST of Venezuela is a concern of the Venezuelan Ministry of Agriculture.

Ecuador

The new income tax law, known as Military Board Decree No. 329, published in the Official Register in Feb. 1964, repealed Ecuador's Income Tax Law of July 1962 which contained numerous inequities and errors.

The new law retains the good features of the previous Act but makes appropriate revisions and amendments.

In particular, it provides a sounder and stronger administration of the tax. It also makes certain changes in the progressive tax rate schedule.

By a 75-page decree, not released as of Dec. 1964, Military Junta President Admiral Ramon Castro Jijon on Dec. 4, 1964, announced repeal of 764 separate taxes. These levies were of the nuisance variety.

El Salvador

In Feb. 1964, the Government approved new income tax legislation. The principal provision of this law is the increase in rates from 20 to 38% for non-resident companies.

However, credit for any portion of the tax due which might have been withheld under the dividend withholding provisions of the law may be taken. Another provision relates to capital gains which became taxable beginning with income earned this year.

Guatemala

A new income tax law with minor modifications of the previous law affecting individual incomes was passed on July 1, 1963.

Objectives of this law were to simplify tax administration and to establish minimum living and family expenses, social security contributions, and life, health, and accident insurance premiums.

Haiti

The income tax law enacted in the fall of 1961 superseded the one of 1958. Although it modified some of the provisions of the former law with respect to exemptions and still requires business and professional people to prepay profits and income taxes, it did not bring about significant changes in the tax rates.

Honduras

A new income tax law, effective in Feb. 1964, was enacted, replacing the basic income tax law of 1955.

The old tax range was from 3 to 30%; the new is from 3 to 40%. In other respects the overall tax structure has not been altered greatly.

Mexico

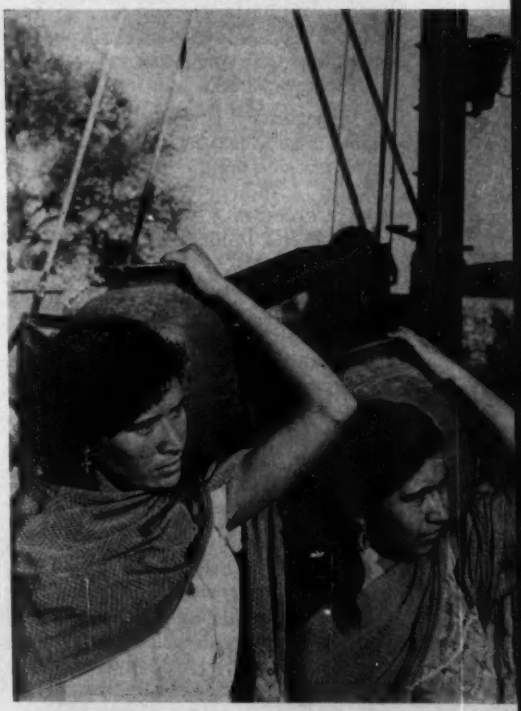
The new income tax law effective Jan. 1, 1965 will bring about substantial changes in the tax system.

In general taxes do not appear to be appreciably increased. A maximum rate of 35% was established.

Certain exemptions and deductions were granted that were not allowed previously.

The multiple schedule system previously applicable to corporations has

VILLAGE WOMEN OF SAN NICOLAS, Mexico, carrying big clay waterjars to nearby river, pass crews engaged in constructing a water-supply system.



BRAZILIAN HYDROELECTRIC PROJECT, financed in part with World Bank loan, is example of programs designed to cure social and economic ills.

been replaced by a single schedule for business income taxes with the maximum rate increased from 39% on profits in excess of 2 million pesos to 42% on profits in excess of 1 million pesos. However, the excess profits tax has been eliminated.

The Jan. 1, 1965, issue of *Camaras Industriales* makes the following brief, yet pertinent, observations concerning the new law:

It is more just than the previous one; it is more likely to achieve its objectives; it is an instrument which is more effectively designed to stimulate economic development; it is adapted to meet present national realities.

Nicaragua

Nicaragua has revised and reimposed the laws of July 1962 governing taxation on personal and real property. Effective October 2, 1962, the Government repealed in their entirety the income tax reform measures which had been enacted previously.

Panama

The new income tax law, effective Jan. 1, 1965, represents a significant modification of the Panamanian Fiscal Code.

It fills a major objective of the Alliance for Progress. Individuals in the low income category will pay less taxes than they did under the previous tax laws.

On the other hand, taxes of the medium and higher income groups have been increased under new legislation. The effect of this law on U.S. business can be evaluated when information is received as to how it will be implemented under clarifying regulations.

Paraguay

An unsuccessful attempt was made to pass an income tax law during 1964.

An improvement has recently been noted in Paraguay's tax collection methods for other taxes such as road taxes and lumbering exploitation taxes.

Peru

In Nov. 1964 the Peruvian Congress enacted a series of new tax measures calculated to raise Government revenues to provide, generally, for meeting a budget deficit, increased taxes on sales, a tax on mining profits, a tax on domestic and imported alcoholic beverages, a tax on real estate transactions, a tax on used car sales, and on all public deeds.

Peru also has increased the complementary tax on income from credit operations obtained by individuals or corporations resident abroad.

The most significant tax measure highlights the tax of particular interest to U.S. mining companies. This measure increases the tax on mining profits from 30 to 35%, the new tax rate being

equivalent to the existing commercial rate on taxation of profits.

The complementary tax rate on income from credit operations obtained in Peru by individuals or corporations resident abroad was increased from 15 to 20%. Significantly, all foreign mining companies will be affected by the increased tax rates other than those companies which have a special contract with the Government of Peru such as Southern Peru Copper Corp. A company such as Cerro de Pasco will have its total Peruvian profits tax increased from 40.5 to 48%.

Uruguay

No amendments to Uruguay's basic and excess profits income tax laws of 1958 have been enacted.

Venezuela

There were no significant amendments to Venezuela's "Law of Emergency Economic Measures" which in 1961 had increased the basic income tax rate for all income except that of the oil companies; increased the complementary or surtax as to corporations; and introduced the filing of the "declaration of estimated income tax" at the beginning of the tax year.

However, there were a number of decrees modifying the estimated income tax and withholding provisions, and in April 1962 the base exemption for salary income of residents was increased.

Spain increases minimum standards which affect establishment of industries

Spain has issued new technical specifications and minimum sizes for the establishment of new industries.

Affecting the food, textile, chemical, steel, metalworking and construction industries, the decree in nearly all cases raises the minimum production standards.

In addition to the minimum quantitative production standards, "national content" requirements were applied to motors, certain railroad equipment and various types of home appliances, such as refrigerators, stoves and television sets.

Production of these items must meet two basic requirements: the first unit produced must be at least 70% Spanish origin; and in two years all units must be 90% Spanish by value. The automobile industry has been subject to the "national content" requirement since July 1964.

British Government launches new program for export incentives

Export rebates, expanded credit facilities, promotion activities designed to encourage increased foreign trade

By CHARLES HAMMOND
Bureau of International Commerce

The British Government has launched a new program to increase exports.

The new incentives include export rebates, expanded export credit facilities and increased export promotional activities.

Approximately $224 million annually is to be handed back to manufacturers and export agents as part of a program to expand exports.

The rebates are designed to relieve exporters of the burden of certain indirect taxes (hydrocarbon oil duty, motor vehicle duty, and some elements of the purchase tax) which enter into the cost of export goods.

Exporters will not have to prove the amounts of the indirect taxes actually incurred.

Rebate terms

Rebates have been calculated for broad groups of goods on the basis of the average incidence of the indirect taxes concerned. Each export consignment qualifying for the rebates will receive the rate appropriate for its classification.

The rebate rates range from 1% for certain oil products to 3¼% for crude fertilizers and crude minerals. The average is 1.9%.

The rebate is payable only on exports produced or manufactured in the United Kingdom, which means that not less than 20% of the costs of manufacture must be attributable to British labor, materials and overhead.

In addition, the value of the export goods must be equal to $5,600 in any one claim year.

Exporters of electrical machinery and automobiles are expected to be the main beneficiaries.

Loans provided

Based on export figures for last year, each of these industries can expect to receive rebates of $14 million while exporters of agricultural machinery may expect approximately $6 mililon.

Under auspices of the Export Credits Guarantee Department (ECGD), loan guarantees will be provided on a broader basis in a further effort to boost exports. The ECGD was established nearly 40 years ago to provide insurance for British exporters and merchants against the main risks of financial loss incurred in overseas trading.

There will be a lowering of the minimum amount of loans qualifying for guarantees from $280,000 to $140,000. In addition, coverage for guarantees will be extended to sales contracts for any manufactures involving three years or longer, rather than limiting such guarantees to capital goods transactions.

Long-term financing

Long-term financing under financial guarantees will be made available at lower interest rates.

In the past, commercial banks made credit available for the first five years at 5½% and a group of insurance companies through an insurance export finance corporation provided financing for the rest of the period at 6½% on ECGD-guaranteed loans.

Under the new system, commercial banks will be able to finance the entire loan at 5½% as the Bank of England is undertaking to refinance any outstanding loans at that rate.

The United Kingdom also will step up its export promotional activities. Under the National Export Council new regional committees for Asia, Latin America, and Commonwealth countries will be set up in addition to the existing councils for the U.S. and Europe.

Businessmen to U.S.

The Regional Export Councils were established in 1949 by representatives of industry, trade, finance, and labor as a voluntary organization to promote exports.

The Area Committee for the U.S. will increase its programs. The Export Committee plans a charter flight to bring leading businessmen to the U.S. The Committee also will arrange free marketing services to less-experienced British manufacturers interested in selling in the U.S.

The Council will encourage the de-

LORD NELSON STANDS high above downtown London, one of the world's great commercial centers.

velopment of export clubs centered around local Chambers of Commerce. It will urge major exporters with established export organizations to consider taking on the selling of products of smaller companies which are complementary but not competitive with their own.

Encouraging market research

The Council plans to introduce a scheme to encourage a more extensive use by industry of market research. The Government will cooperate by contributing up to 50% of the cost of approved projects.

The Government proposes to increase substantially its expenditures in support of industrial participation in overseas trade fairs, British Weeks and store promotions.

In cooperation with the Council, the Government will urge, British businessmen to be more active in support of trade missions.

Up to one half the basic costs of travel and accommodation for approved Trade Missions of British businessmen going overseas as well as for selected foreign buyers coming to Britain will be provided by the Government.

To ascertain the full use of existing facilities for promoting exports, the Board of Trade, in consultation with the Central Office of Information, is preparing a major publicity campaign to start in the Spring to make the country more aware of the need to export as well as to advertise the availability of governmental services.

Spanish Government sets tax rebates on exports

Spain has published a revised list of tax rebates on exports representing the return to the exporter of internal indirect taxes already paid on goods.

The system of rebates has been in effect since 1959. Revision was made to take into account changes made by the tax reform law of July 1, 1964.

The order lists all items, according to customs classification, which are subject to rebates and for each item gives a percentage rate to be applied to a base figure to determine the actual rebates. The base figure is the figure on which the indirect taxes originally were applied, or, if this is not available, it will be the net selling price f.o.b. port or frontier.

The majority of items in the Spanish tariff are listed in the new order as being subject to rebates. A comparison of the rebate rates with the new compensation tax levied on imports to compensate for internal manufacturing taxes indicates that the rebate rates are equal to the compensation tax. None of the rebate rates are higher than the compensation tax rates.

For tax rebate rates on individual products, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

EEC draft proposal

The European Economic Community Commission has issued a proposed directive introducing freedom of establishment and freedom to supply services in all EEC member countries for self-employed persons engaged in real estate and business services.

For a copy of the draft proposal, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Ethiopia revises tariff

Ethiopia has announced certain revisions in its Customs Tariff of interest to U.S. exporters.

Of particular importance is the tariff reduction on heavy-duty road-building and construction machinery, farm tractors and photographic equipment.

Duties were increased on most types of motor vehicles, rubber tires, tubes and certain types of communications equipment, including television sets.

For details on these tariff changes, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Paraguay raises surcharge

Paraguay has raised the blanket import surcharge, generally referred to as the foreign exchange surcharge, which applies to most imports from 28% to 30% of the c.i.f. value.

Indian firms seek joint ventures

Chemical equipment dealer asks U.S. help to expand

A chemical equipment manufacturer in Bombay is interested in expanding production on a joint venture basis with an experienced U.S. company. The Indian firm proposes to establish a factory at Thana (about 20 miles from Bombay) to manufacture such chemical equipment as pressure vessels, pressure storage sphere distillation columns, heat exchangers and coolers, autoclaves, air receivers, catalyst collecting drums, scrubbers, evaporators, waste heat boilers, crystallizers, fermenters, stills, dryers, and mixers, with lead, glass, rubber, p.v.c. and stainless steel lining. Yearly output would be about 10,000 tons.

The total cost of the project is estimated at $525,000, of which the U.S. firm would furnish about $175,000 to purchase imported machinery and equipment and technical know-how. The domestic capital requirements for the venture will be raised either through subscription by the existing shareholders of the Indian firm or by public issue of stock, and loans from Indian financial institutions. An industrial license for starting the project has been issued by the Indian Government. However, the project is still subject to Government review and clearance.

According to the firm, raw materials required for the project are available locally except for items such as lead and stainless steel. It plans to use its present basic machine tools and has ordered some additional equipment needed for the proposed project. Skilled and unskilled labor, electric power, water supply and other facilities are available at the site.

The present production of chemical machinery in India cannot meet the demand of the various chemical, plastic, pharmaceutical and similar industries, and the demand for chemical equipment is expected to continue rising in the foreseeable future.

Write: Blanden Cole and Company Pvt. Ltd., Rang Udyan, Sitladevi Temple Road, Mahim, Bombay 16-DD, India. A limited amount of additional information concerning the proposal may be obtained from the Bureau of International Commerce, Office of International Investment, **File 4-3559-3,** Department of Commerce, Washington, D.C. 20230.

Bombay importer plans printing, hardware projects

A Bombay importer and distributor of printing machinery, materials handling equipment and textile stores requests a joint venture with experienced U.S. firms to produce printing equipment and accessories and engineering hardware.

Capital, technical know-how and imported equipment for both projects would be required of the U.S. partner. The proposed plant site for the ventures is the Udhna Industrial Estate at Udhna in the Surat District of Gujarat State.

The printing machinery and accessories proposal calls for the production of rule and lead cutters, mitering machines, metal quoins, steel chases, galleys, brass and steel rules, imposing (table) surfaces, numbering machines and wire cutting machines.

The equity capital furnished by the U.S. partner in the venture would be used principally to finance imported machinery and equipment needed for production.

Manufacture of printing machinery reportedly is rated as a priority industry by the Indian Government. No estimate of the venture's total investment and proposed contribution by the U.S. partner has been furnished by the Indian firm.

Capital requirements for the engineering hardware proposal total $126,000 of which the U.S. collaborator would be required to put up $21,000 for partial financing of the imported equipment.

Production would consist of surface and angle plates, adjustable parallel packings, hardened and ground alloy steel parallels and adjustable packings, engineers' try squares and tooling aids.

Write: Govindlal D. Mody, Gujarat Trading Syndicate, India House, First fl., Opposite G.P.O., Fort Street, Bombay 1, India.

For a limited amount of additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3555-4, Department of Commerce, Washington, D.C. 20230.

U.S. partner needed for glass-lined equipment plant

A glass manufacturer in Gujarat wants a joint venture with an experienced U.S. firm to make glass-lined equipment in India. A plant site at Vidyanagar (about 200 miles from Bombay) has been selected and the firm proposes to manufacture equipment required by chemical, pharmaceutical, petrochemical and other industries. Present plans envisage a yearly production of 4,800 glass-lined vessels in various sizes and shapes.

The total cost is estimated at $500,000, of which the U.S. company would provide about $210,000. Approximately $125,000 of this amount would pay for imported machinery.

The U.S. participant is also expected to provide technical know-how and the services of three technicians for the project.

Local sources say that present requirements of glass-lined equipment are met primarily through imports. A few local manufacturers expect to start producing glass-lined equipment with foreign assistance in the near future, but demand is not likely to be fully satisfied by their production. Future demand is expected to be very large because India's chemical, pharmaceutical, and petrochemical industries are growing rapidly.

Write: Shree Vallabh Glass Works Limited, Vallabh Vidyanagar, Gujarat, India. A limited amount of additional information may be obtained from the Bureau of International Commerce, Office of International Investment, File 4-3229-2, Department of Commerce, Washington, D.C. 20230.

Engineering company wants technical assistance, license

A progressive Indian manufacturer of mechanical handling equipment wishes a joint venture agreement with a U.S. company to manufacture all types of crushers, vibrating screens and feeders.

The firm currently is engaged in manufacturing a wide range of mechanical handling equipment.

Annual production of the proposed new line, working a single shift of eight hours, is estimated to be 300 crushers, 200 screens and 100 feeders. The firm calculates production in terms of value at approximately $1.5 million.

Of the total project cost estimated at $367,500, the company seeks $185,000 in financial assistance from the prospective U.S. associate to meet costs of additional machinery and equipment required.

The firm also requests technical assistance, a license to utilize patents and designs as well as any benefits derived from the continuing research of its U.S. collaborator.

Demand in India for these products is said to be "substantial" with the country's current requirements of these items now met entirely by imports

Write: Elecon Engineering Co., Ltd., Vallabh Vidyanagar, Gujarat, India.

For more detailed information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3532-2, Department of Commerce, Washington, D.C. 20230.

Dye manufacturer plans expansion of facilities

An Indian manufacturer of vat dyes wants to negotiate a joint venture agreement with an experienced U.S. firm to expand its manufacturing facilities.

Capital participation, technical know-how, the services of U.S. technicians in setting up the project and training of Indian technicians in the partner's plant also are requested.

The proposed project would be located at the site of the Indian company's existing manufacturing facilities at Sankerda, about 250 miles from Bombay.

The Indian firm reportedly will start this month to produce approximately 70 tons of vat dyes a year on the basis of three eight-hour shifts a day.

Its expansion plans call for an additional annual production of about 98 tons of vat dyes and other products, including vat golden yellow GK, vat golden yellow RK, vat brilliant pink R, vat orange RF, vat brown BR and vat brown RRD.

Estimates call for a total investment of about $2.2 million. In addition to technical know-how, the U.S. firm would be expected to contribute approximately $700,000.

According to the Indian firm, approximately 600 tons of dyestuffs presently are manufactured in India, and the targeted capacity determined by the Indian Government is 1200 tons. Demand for dyes is expected to increase substantially.

Write: Universal Dyestuff Industries, Ltd., opposite Vijay Mills, Naroda Rd., Ahmedabad 2, India.

For a limited amount of additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2815-1, Department of Commerce, Washington, D.C. 20230.

Tool firm requests U.S. partner for joint venture

An Indian firm currently producing twist drills, reamers, cutters, taps, micrometers and cemented carbide tipped tools seeks U.S. financial and technical assistance through a joint venture arrangement to expand its operations.

This would involve the manufacture of other types of micrometers and such precision measuring instruments as vernier calipers and depth gauges.

Items considered for production under the proposal would include internal micrometers in the range of 35-750 mm.; gear teeth micrometers of sizes 0-20 mm.; 20-45 mm.; 45-70 mm.; 70-95 mm. and 95-120 mm.; special micrometers for staggered teeth cutters of range 0-50 mm.; micrometers of sizes 5-65 mm.; 5-85 mm. and 5-105 mm. for checking three-fluted, five-fluted and seven-fluted cutting tools, respectively; depth micrometers of sizes 0-75 mm. and 0-150 mm.; and bore gages with indicators covering a range of 20-280 mm. None of these items are presently manufactured in India according to the Bombay firm.

In the absence of cost estimates for the expansion program, no suggested terms for negotiation with interested U.S. firms have been proposed.

The prospective U.S. partner would be expected, however, to meet the cost of imported machinery and equipment needed for the project and to provide technical assistance.

Write: Indian Tool Manufacturers, Ltd., (ITML), 101 Sion Rd., Sion, Bombay 22, India.

For a limited amount of additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-3545-2, Department of Commerce, Washington, D.C. 20230.

Experience, financial aid sought by chemical firm

A Bombay dye and chemical manufacturer would like a joint venture with an experienced U.S. firm to make dianisidine and ortho-tolidine.

The Indian company would like to produce annually, on a three shift per day basis, 100 metric tons of dianisidine base and 150 metric tons of ortho-tolidines. Plans call for the proposed project to be located at the site of the firm's existing manufacturing facilities at Shabad about 36 miles from Bombay.

The U.S. partner is expected to provide financial help in the value of imported machinery.

In addition, the U.S. company is expected to provide technical know-how and the service of necessary technicians. Capital requirements of the Indian firm for the proposed project are to be met through the issuance of new shares on the market and by loans from Indian financial institutions.

The total cost of the project has not yet been determined. The firm wishes to determine outlay on the venture in consultation with its potential U.S. partner. Terms of participation are subject to negotiation by the parties.

According to the Indian firm, both products presently are imported to supply the country's needs. It estimates local production is likely to effect a savings of approximately $630,000 in India's import bill.

Write: Amar Dye-Chem, Ltd., Rang Udyan, Sitladevi Temple Rd., Mahim, Bombay, 16-DD, India.

For a limited amount of additional information, **write:** Bureau of International Commerce, Office of International Investment, File 4-2815-2, Department of Commerce, Washington, D.C. 20230.

Korean manufacturer visits U.S.; proposes joint venture

A Korean manufacturer of ball bearings wants a joint venture with an experienced U.S. firm to provide for substantial expansion of present facilities.

The Korean firm also proposes a joint venture to establish a nitrocellulose plant and a smokeless powder plant, each with an annual production capacity of 500 metric tons.

In both instances, capital participation, preferably on a 50-50 basis, technical know-how, production techniques and provision of necessary machinery and equipment would be required of the U.S. firms involved.

The Korean firm's Chairman of the Board reportedly is visiting the U.S. and is prepared to discuss the proposals in detail with experienced U.S. firms.

To obtain additional information concerning the proposed ventures and to arrange appointments with the principal officer of the Korean firm, **write:** Bureau of International Commerce, Office of International Investment, File 3-3562-2, Department of Commerce, Washington, D.C., 20230.

Uganda mining firm wants U.S. company to aid in expansion

Needs technical know-how and money for machinery imports

The operator of four beryl and columbite mining concessions located about 230 miles from Kampala, Uganda, is interested in a joint venture with a U.S. mining concern able to furnish technical know-how and capital to buy machinery and equipment. Substantial expansion and mechanization of present operations with a consequent increase in production is planned.

The operator says the four concessions were obtained from the Uganda Government's Ministry of Mineral and Water Resources. Mining titles are now renewable annually, and a lease title can be obtained for not less than five years and not more than 21.

Claims in Ankole district

Each claim comprises 39 acres, and they are from 2 to 40 miles apart. All are located in the Ankole district, and no geological surveys have been made of the claims.

From one claim, 133 tons of clean beryl and six tons of hand-picked columbite (76% combined pentoxide) was produced in two years. The grade of beryl averaged 11 and 12%.

Another claim produced 391 tons of clean beryl in three years at an average grade of from 12.4 to 12.92%. Columbite, tin, zircon and amblygonite have been found on this claim, as well as iron manganese phosphates. Manganese content is reported at 26.5% and phosphate 40.7%.

Manual labor used

A third claim produced 35 tons of clean beryl and 200 pounds of columbite in one year and the fourth 137 tons of clean beryl and 100 pounds of hand picked columbite in two years

The mine owner and operator has recently been employing around 200 people on his concessions. The mining tools utilized are operated with manual labor.

Facilities comprise a main building, labor camps, stores, tractair/compressor, rails and wagons. The mines are reported to have a production capacity of 1,000 cubic yards a month.

Write: G. Rene, P.O. Ntungamo via Mbarara, Uganda.

WANTS PAINTMAKING LICENSE

French manufacturer of industrial paints and varnishes (oil-glycerophtalic-mat-cellulosic-vinylic paints, quick-drying varnishes, and related products) seeks American licensing rights on acrylic or "pliolite" based paints.

Write: Bonnabaud & Cie, S.A.R.L., 29 rue Emile-Zola, Troyes (Aube), France.

BAKERY IMPROVERS, CONDITIONERS

Manufacturer of machinery for the baking industry is interested in obtaining licensing rights to manufacture improvers for bread, fancy bread and cakes; conditioners and other special-type products for the confectionery industry.

Write: Koninklijke Zeelandia H. J. Doeleman N.V., Zierikzee, The Netherlands.

DUPLICATING PAPER LICENSE

A firm seeks a cross licensing arrangement to manufacture duplicating and record paper used in technical drawing offices, as well as carbon paper and duplicating paper for normal office use.

Write: Benker-Belipa GmbH, Postfach 455, 516 Dueren/Rheinland, Germany, for further information.

WANTS TO TRADE LICENSES

A German manufacturer of clutches, hydraulics and special machinery is interested in a cross-licensing agreement with an American clutch manufacturer. Areas of interest are torque disconnect couplings (license sought), and flexible couplings and spring type clutches (license available).

Write: Bolenz & Schaefer Maschinenfabrik KG, Eckelshausen Krs. Biedenkopf, Germany.

WANTS LICENSE TO MAKE PAINT

One of the largest Australian manufacturers of paints and related products is interested in entering a licensing arrangement with a prominent and well-established U.S. paint manufacturer to manufacture paints, varnishes, lacquers, resins and other types of surface coatings.

Write: Paint Industries (Australia) Pty. Ltd., 9-15 Bennett Street, Mortlake, Sydney, N.S.W.

LICENSE SOUGHT

License sought to produce equipment and/or parts for lumber, pulp and paper industries, and for mining and logging projects.

Write: Canadian Car (Pacific), Ltd., 1660 Station St., Vancover 4, B.C., Canada.

Thai trader wants U.S. partner in veneer plant

An established Thai import-export firm is interested in establishing a factory to produce pre-treated veneer sheets using teak and such other Thai woods as Mangifera Indica, Iagerstrocmia Tomentosa, Xanthophyllum Glaucum, Afzelia Sp., Adna Cortifolia and Combretum Sp. The company plans to produce pre-finished core and face veneer sheets for export to overseas markets, particularly Europe, Japan, U.S.

In the initial stages annual production and sales would total an estimated 20,000 cubic meters, having a value of $80 per cubic meter (FOB Bangkok). The initial total investment involved is estimated at $1.1 million. No estimation of the capital participation required of the American investor is reported, but management and technical assistance will be needed.

Write: The Commercial Company of Siam, P.O. Box 83, Bangkok, Thailand.

English screen printing process for decals offered

An English designer and manufacturer of screen printing machinery offers exclusive rights for the use of its machinery and technological know-how to a small U.S. company producing and selling decals of all descriptions. The machinery utilizes a new mechanical screen printing process developed by the manufacturer. The machinery is reported to be capable of very fine registration and definition on work requiring a wide variety of colors at a reasonable cost. The firm states that its machinery can print on virtually any material in sheet form, including nameplates, badges, self-adhesive labels, printed circuits, scales and dials, transfers, instruction plates and tiles.

Write: the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230. Refer to file **1304.**

Briton seeks license to make mixing machines

An English firm wants licensing arrangements for the production of mixing dust and fume extractors, separator installations and similar products. Primarily interested in mixing equipment which can process liquids as well as solids, and ultimately be used in the plastics, pharmaceutical and chemical industries.

Write: Balmforth Engineering Ltd., Precision Works, Luton, Bedfordshire.

Madras auto parts maker wants to join U.S. firm in producing thermostats

A large South Indian producer of automobile radiators, air filter components and sheet metal pressings is interested in a joint venture arrangement with a U.S. company to manufacture water thermostats.

The Indian firm has a letter of intent issued by the Government of India for the manufacture of 120,000 water thermostats per year. Although this letter expired in November 1964 the Indian firm has applied for a renewal which it expects will be granted.

Write: India Radiators Ltd., Post Box 113, Madras 1, India.

For limited additional information, write Bureau of International Commerce, Office of International Investment, file 4-3822-1, Department of Commerce, Washington, D.C. 20230.

Greek proposes luxury hotel venture on Rhodes

The U.S. Trade and Development Mission to Greece reports that a Greek businessman seeks U.S. financial participation in construction of a resort hotel on the Island of Rhodes.

The promoter reportedly owns a choice ocean front site, free of encumbrance, and has architectural drawings for a 120-room structure. Cost is estimated at $750,000.

The U.S. partner would be required to participate up to approximately 75% of this amount. Construction is planned to begin within a few months and will include a garage, bowling alleys, a roof garden and night club facilities.

Write: S. M. Economides, Alex Hotel, Rm. 602, Athens, Greece. **(IR 316).**

German wants license for sewage treatment systems

One of Germany's largest corporations seeks a license to manufacture complete systems or component parts for the sedimentation, concentration, drying and burning of waste from municipal sewage systems, and complete systems or component parts, for the purifying of contaminated water emanating from industrial factories, in particular, metal and galvanic plants which utilize a large percentage of cyanamide.

Write: DEMAG Elektrometallurgie GmbH, 57 Koenigsstrasse, 41 Duisburg.

Brazilian machine tool company makes joint venture offer

U.S. firm's technical, financial assistance sought for expansion

A large and well established Brazilian manufacturer of metal working machinery is interested in expansion through a joint venture with a U.S. firm experienced in production of machine tools.

Majority capital participation in the venture is available to the U.S. firm, which also would be required to provide technical assistance.

The Brazilian company manufactures sliding surfacing and screw-cutting lathes and plans to produce a new type of parallel mechanical lathe of its own design to meet the requirements of Brazil's large metal working industry. It would be willing, however, to produce a lathe of the same type under license.

Sales are estimated at 200 units a year, the unit price to buyers not to exceed the equivalent of $3000, and net profit to average between 15 and 20%.

Suitable location now

The company plant is located in an area served by rail and highway transportation, near Sao Paulo. Buildings and present machinery are adequate for the planned increase in production. The number of employees would be raised from the present 434 to about 500.

Total output of HBX and other lathes which the company makes was 324 units in 1964. Planned production for 1965 is 401 units, exclusive of the new model.

There are no national deterrents to the proposal. Inducements cited by the firm include import tax exemption on equipment for industrial expansion, sales tax exemption of 6% on exported lathes, and prospective government financing of sales and purchases of machine tools, with payment conditions of from two to five years.

Write: Bureau of International Commerce, Office of International Investment, File 2-3541-3, Department of Commerce, Washington, D.C., 20230.

POWER HAMMERS, FORGERS

Cross licensing agreement to manufacture power hammers and forging machines sought by German firm.

Write: Maschinenfabrik Hasenclever AG, 25 Witzelstrasse, 4 Duesseldorf.

Tokyo power firm to buy $24 million in U.S. goods

The Eximbank has loaned the Tokyo Electric Power Company $24.6 million to buy U.S. equipment, material, supplies and services to expand the Anegasaki Power Station on Tokyo Bay. Total cost of the project will be about $78 million.

The General Electric Corporation, as prime supplier under the new loan, will furnish a 600 megawatt supercritical thermal power generating unit, associated equipment and services. GE will supply equipment valued at about $13.6 million and other U.S. suppliers will provide $14.4 million of additional equipment. The boiler will be supplied by Babcock and Wilcox Company, New York City; Worthington Corporation, Harrison, New Jersey will furnish boiler feed pumps; Foster Wheeler Corporation, Livingston, New Jersey will supply the condenser and automatic controls; and auxiliary equipment will be supplied by a number of U.S. manufacturers.

Engineering design will be provided by Ebasco Services Inc. of New York City and field technical supervisory services by General Electric Technical Services Company. Services, plus freight and insurance will total an additional $4 million.

British firm seeks license to make waste disposers

An English manufacturer of pressed-steel radiators and ancillary products wants a licensing and/or joint venture arrangement with an American firm to manufacture small incinerators for the disposal of wet kitchen waste, sanitary waste as in hospitals, and waste materials in public buildings. Capacity of the incinerators should range from 0.75 cu. ft. to 3 cu. ft., preferably gas firing and bottle gas, although the company would consider both electric and oil fired units.

Write: Hull Steel Radiators Ltd., 1515 Hedon Road, Hull, East Yorkshire, England.

Venezuela issues new rules on powdered milk imports

Venezuelan importers must now purchase one unit of Venezuelan powdered milk for each unit of the imported product to be eligible for the import subsidy of about 25 cents on each $1 worth of imported powdered milk. Previously, importers were required to purchase only one unit of local powdered milk per each 1.5 units of imported milk.

Iceland invites bids on equipment for pier under NATO construction

International Competitive Bids (ICB) will be invited on or about March 1 for the supply and delivery to the nearest ocean port of embarcation of the following equipment for a NATO depot being built in the Hvalfjordhur area of Iceland.

Only U.S. firms certified eligible for NATO-ICB may participate in the bidding. U.S. firms not certified should write to the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-4674.

Separate bids must be given for each of the sections listed below and firms may bid for any or all of the section.

Section 1: Steel H bearing piles (ASTM A-36), conforming to U.S. Federal Specification QQ-S-741b entitled "Steel, Carbon, Structural Shapes, Plates and Bars" similar to the following: 126 pc., (coated) size 12BP53 in lengths varying from 35'-70'; 74 pieces (uncoated) size 11BP53 in 40'-50' lengths; 184 pc., size 14BP73—92 coated in 55' length, 92 uncoated in 60' lengths; and 358 pc., size 14 BP 89—179, each coated and uncoated in 60' lengths. The coating shall be 24 Mil of coal tar epoxy and the entire total weight shall be 3,195,298 lb. All steel piles to be coated require 24 mil coating of coal tar epoxy from 9' below top to 27' below top of pile. Value of this section is about $254,800 (£91,000).

Section 2: Reinforcing bars, bending drawings bending and cutting required, sizes, No. 4 through No. 11; weights, 16,800 lb.; 62,800; 7,900; 6,850; 146,450; 900; 93,400; 19,900; total weight, 355,000 lb. Value of this section is about $32,000 (£11,400).

Section 3: Four mooring bollards (cast steel), 450,000 lb. capacity; 2 mooring bollars (cast steel), 200,000 lb. capacity; 2" to 42" cleats (cast steel), 40,000 lb. capacity. Value of this section about $10,000 (£3500).

Closing date for bids will be on or about April 15, but bidders must indicate desire to bid in writing by Feb. 20.

Within one week of the closing date for receipt of applications to bid, bidders must give following information statement of financial resources and evidence of financial stability; details of recent contracts completed for supply of materials or a comparable nature and an indication of the value.

Write: Iceland Prime Contractor, Keflavik Airport, Keflavik, Iceland, sending information copies to: Director, Atlantic Division, Bureau of Yards & Docks, U.S. Naval Station, Norfolk, Va., 23511, and to: Officer in Charge of Construction/Resident Officer in Charge of Construction, Bureau of Yards & Docks Contracts, FPO, New York, 09571. All correspondence must bear the references: "NATO Common Infrastructure Slice XV NATO Document AC/4(P.P)D5601. Phase II—Pier Facility Specification No. 60549/64."

Copy of invitation to bid is available on loan to U.S. firms from the Trade Opportunities Staff, BDSA-6192, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sage Building. Phone: BR 2-9411.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2020 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4215.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5865.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-2300.

Water treatment plant plans and specifications issued for inspection by Philippines

The National Waterworks & Sewerage Authority, Manila, has issued for inspection a set of plans and specifications for the Balara Water Treatment Plant, Balara, Quezon City.

The project includes waterworks equipment and construction, Part I, of the proposed 2nd stage improvements. The tender is Contract No. II-2-1, bid deadline March 17. (INTERNATIONAL COMMERCE, Feb. 8, 1965, p. 34).

A set of plans and specifications for this project is available for $30 from the above Authority, 176 Arroceros, Manila, and one inspection set is available for review only in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230.

Tender issued by Trinidad for mobile radio equipment

The Trinidad & Tobago Electricity Commission has issued tender No. 933 which calls for the supply and installation of the Northern Area Mobile Radio System, Stage II. This is part of an expansion program being undertaken by the Commission.

Bid deadline is March 30.

Specifications may be obtained from the Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain, Trinidad, W. I.

UK issues advance notice for NATO procurement of fire-fighting equipment

The Director of Contracts (Naval), Ministry of Defence, Ensleigh, Bath, has announced that NATO international competitive bids may be invited within the next three months for the manufacture and supply of hand fire fighting equipment for a Naval Base Installation in the U.K.

Equipment will comprise: 352 60-ft. delivery hoses; 88 diffuser nozzles; 88 plain nozzles (⅝"); 45 stirrup pumps; 13 two-gallon-capacity foam extinguishers; 8 CO_2 12-lb. extinguishers complete with wall brackets; 48 CO_2 2½ lb. extinguishers complete with wall brackets; 45 one quart CTC extinguishers; 60 two-gallon, water type extinguishers; 6 sand bins and shovels; 612 two-gallon, flat bottomed plastic fire buckets; 10 felling axes ("Smashing Canadian"); 113 triangle gongs with steel rods for striking; and nine home office type, twin-headed stand pipes.

The hoses, nozzles and twin-headed stand pipes must be suitable for connection to British National Fire Service Equipment, but this restriction does not apply to the other items. The items are required to be generally in accordance with British Standard Specifications. They may be subject to inspection by British Ministry of Defence Inspecting Officers. Contractors may have to afford facilities for inspection and arrange for any necessary testing.

The tender will be open only to U.S. firms which have been certified technically and financially eligible for NATO international competitive bidding. Firms which are interested in becoming certified may write to the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

Inquiries about bidding and particulars of specifications in the tender should be withheld until such time as the official notification appears in INTERNATIONAL COMMERCE.

High level bridge planned by Pakistan; invites bids

West Pakistan is planning a 1620'-long prestressed concrete bridge over the Ravi River near Lahore. Interested reputable contractors experienced in this type of work are invited to apply for inclusion on the pre-selection list.

The tender No. is HWN-W-16 (111)/64/2703-10, bid deadline, Feb. 25.

It is estimated that the project will cost $2.9 million and will take two years to complete. Work will start in October.

Write: Director Bridges, West Pakistan, Communications & Works Dept., Lahore, giving following information: Firm, name; name and address of person authorized by firm for future correspondence; list of similar bridge work completed, cost of such projects, photographs and design features; particulars of heavy constructional equipment that will be made available for the job, furnishing details of such machinery; qualifications and experience of technical staff that will be made available for the job; names of bankers, and certificate of financial soundness.

Detailed particulars are unnecessary from those firms which were qualified for the Jhelum and Sutley Bridges.

Germany announces NATO project; calls for bids from eligible U.S. firms

Germany has issued an Invitation to Bid for NATO's "Construction Improvement Works" in Lower Saxony.

Project No. BMVTDG 68-25-31-21-38 calls for the supply of 450 cu. meters of reinforced concrete, 193 sq. meters protective steel plate, 1600 meters of pipe connection lines with pressure reducing stations and manifold, four (each) fuel separators and 1150 meters of mesh-wire fencing.

Deadline for submission of qualifications on a specially designated form is March 3. A fee of DM 50 (about $12.50) is payable upon submission of application.

This tender is open only to U.S. firms which have been certified eligible for NATO international competitive bidding. Copies of the Invitation to Bid, the special form and information about NATO international competitive bidding is available from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

NATO project in Italy open to certified bidders

A NATO project for the rehabilitation, adaptation and enlargement of two airport hangars at a cost of lire 255 million (1000 lire = $1.66) has been announced by the Italian Ministry of Foreign Affairs.

U.S. firms, certified eligible to participate in NATO International Competitive Bidding, that are interested in participating in this project must submit their qualifications on a specially designated form by Feb. 25 to the Ministero Difesa Aeronautica, Direzione Generale Damani, Ufficio Studi, 1A Sezione, Rome, Italy.

Write: Trade Opportunities Staff, Department of Commerce, BDSA-6192, Washington, D.C. 20230, for a copy of the Invitation to Bid, No. 213, and the special form. Information about certification is also available from BDSA-6192 for those firms which are not eligible for NATO bidding.

Burma needs bridge parts

The Secretary (1), Peoples' Stores Corp., c/o Foreign Office, Prome Rd., Rangoon, is inviting bids for Bailey Bridge Parts under tender No. 42/CS/64-65/Govt.

Bid deadline is March 1 and all bids are to be valid through April 1.

Appendix A calls for Bailey Bridge 100' span, Class 30, double/single construction standard type; two transoms per bay, including 20 sets of sway braces, and a total of 637 pieces, which include panels, bracing frames, rakers, panel and safety pins, transoms and clamps, posts, stringers, bolts, and plates.

Appendix B calls for double/single construction standard type 110' span Bailey Bridge, consisting of 3 sets of the 1,908 total number of pieces as listed above.

Copy of the tender and specifications is available on a short term loan basis to firms located in the U.S. from the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

FINLAND—Fresh and dried fruits; requests full details, prices, terms. Oy Baltic Co. Ltd. Ab. (importing distributors), Kiviaidankatu, 6, Helsinki. WTD 1/25/65.

147 Chemical Fertilizer Minerals

● **THAILAND**—Sulfur, flake form, 99.9%, free of arsenic, selenium, tellurium, 40 m.t.; bid deadline, 10 a.m. Feb. 26. The Thai Paper Factory, Assembly Hall of Ministry of Industry, Samsen, Bangkok.★ (Telephone: 202-WO 7-3468).

194 Fire Control Equipment

GERMANY—Equipment, all kinds, for fire departments; fire fighting equipment for air-raid protection and factory plants. Requests replies in German from manufacturers only, quotations c.i.f. German or Dutch ports. Henkel-Werk Carl Henkel (wholesaler, manufacturer, importer), 48 Herforder Strasse, 48 Bielefeld. WTD 1/18/65.

200 Food

SWEDEN—Special additives for food processing industry: food emulsifiers, preservatives, stabilizers. Direct purchase and agency. Novakemi AB (importer, wholesaler, exporter, manufacturer, sales agent), Harpsundsvagen 76, Bandhagen 1. WTD 11/6/64.

201 Meat Products

FRANCE—Frozen meat offals: tongues, livers. Societe S.O.C.H.A.R. (importer, dealer), 130 Rue Solferino, Lille (Nord). WTD 8/24/64.

MALAYSIA—Oxhides, cowhides, weight range 25-35 lb., 35-45 lb., 45 lb. upwards. Malayan Leather Co. Ltd. (tannery, manufacturer), P.O. Box 82, Rd. 13/3 Petaling Jaya, Selangor. WTD 1/8/65.

TRINIDAD, W.I.—Pickled meats; requests replies from packers. Direct purchase and agency. Marlay & Co., Ltd. (importers, wholesalers, retailers, commission merchants), 8 Charlotte St., Port of Spain, (P.O. Box 234). WTD 10/13/64.

203 Canning, Preserving Foods

FINLAND—Canned fruits, vegetables, meats,

fish; requests full details, prices, terms. Oy Baltic Co. Ltd. Ab. (importing distributors), Kiviaidankatu 6, Helsinki. WTD 1/25/65.

TRINIDAD, W.I.—Fresh and frozen fruits, vegetables; dried peas and beans in bulk; request replies from suppliers. Direct purchase and agency. Marlay & Co., Ltd. (importers, wholesalers, retailers, commission merchants), 8 Charlotte St., Port of Spain (P.O. Box 234). WTD 10/13/64.

YEMEN—Canned vegetable, fruits, fruit juices, meat products; other canned goods handled by supermarket. Haj Abdul Kader Shay'a (importer), Taiz. WTD 1/10/65.

204 Grain Mill Products

GERMANY—Corn for popping. Werner Glaser (wholesaler, importer, exporter), 37 Max Bock Strasse, 6 Frankfurt/Main. WTD 1/28/65.

YEMEN—Packaged flour, cake mixes; other commodities handled by supermarket, especially nationally known products. Haj Abdul Kader Shay'a (importer), Taiz. WTD 1/10/65.

209 Food Preparations

AUSTRALIA—Soya bean lecithin, in fluid form. Brown & Dureau Ltd. (importer, exporter, wholesaler, manufacturer), Box 3894, G.P.O., 428 George St., Sydney, N.S.W. WTD 7/30/63.

GERMANY—Specialty foods, various types; cocktail snacks. Werner Glaser (wholesaler, importer, exporter), 37 Max Bock Strasse, 6 Frankfurt/Main. WTD 1/28/65.

ITALY—Canned food products, including fruits, vegetables, meats, fish. Supermercato Di Liberto (importer, wholesaler, retailer), 71-75 Corso Finocchiaro Aprile, Palermo, Sicily. WTD 1/15/65.

SPAIN—Carthamus oil, crude, acidity 0.3, 0.5-1, for manufacture of margarine; 500 m.t. Fomento de Comercio Internacional, S.L. (FOCOMIN) (importer), Via Layetana 30, 3° E, Barcelona 3. WTD 11/4/64.

220 Textile Mill Products

SWEDEN—Fabrics for corsets, allied garments. Trofe AB (manufacturer), Norrahammar. WTD 1/22/65.

221 Broad Woven Fabric Mills, Cotton

FRANCE—Fabrics for laundry and dry-cleaning industries; direct purchase and agency. Ets G. Mechin & Fils (manufacturer), 19 Rue de Sevres, Boulogne-sur-Seine (Seine). WTD 8/22/63.

GERMANY—Fabrics: cotton, synthetics, or mixed modern design for ladies' dresses; accessories for ladies' dresses. Kleiderfabrik Berk (manufacturer, exporter) 6901 Nussloch, Baden, Hauptstrasse 74. WTD 12/11/64.

TRINIDAD, W.I.—Cotton blankets, bedspreads; request replies from manufacturers. Direct purchase and agency B. I. Lalsingh (importers, wholesalers, retailers), 47 Frederick St., Port of Spain. WTD 10/27/64.

Cotton upholstery fabrics; requests replies from manufacturers. Direct purchase and agency. Hurdle & Smith (commission agents), 16 St. Vincent St., Port of Spain. WTD 11/24/64.

225 Knitting Mills, Products

TRINIDAD, W.I.—Men's knitted sportshirts; ladies' cardigans of wool, cotton, Orlon, Banlon; requests replies from manufacturers. Direct purchase and agency. Richard E. Butcher & Co. (importer, sales agent), 17 Henry St., Port of Spain. (P.O. Box 279). WTD 11/4/64.

228 Yarn, Thread Mills, Products

FRANCE—Raw angora rabbit hair for spinning mills. Joseph M. Pinard & Compagnie (dealer), Boite Postale 846, Nantes (L.A.) WTD 8/21/64.

GERMANY—Yarns: nylon stretch, mixed synthetic/cotton stretch, elastic; elastomeric. Agency representation for Germany and/or direct purchase. Requests quotations f.o.b. New York. B. Herberth Vollrath (wholesaler, sales agent), 11 Mainzerstrasse, P.O. Box 60, 6238 Hofheim/Ts. WTD 1/28/65.

Cotton yarns; requests replies from manufacturers only, with price quotations c.i.f. German or Dutch ports. Henschke & Co. Haensel-Rosshaar GmbH (manufacturer), 22 Puetterstr. 586 Iserlohn. WTD 1/6/65.

NETHERLANDS—Newly developed yarns for textile industry. Direct purchase and agency. Continentale Textielhandel Cotex N.V. (importer), 43 de Lairessestraat, Amsterdam. WTD 10/12/64.

SWEDEN—Glass fibre yarns, all kinds. Direct purchase and agency. AB Hirschs Kemikalieimport (importer, wholesaler, exporter), Tegnergatan 1, Stockholm. WTD 11/2/64.

229 Textile Goods

GERMANY—Double drawn horse hair, for men's and women's outerwear; requests replies from manufacturers only, quotations c.i.f. German or Dutch ports. Henschke & Co. Haensel-Rosshaar GmbH (manufacturer), 22 Puetterstr., 586 Iserlohn. WTD 1/6/65.

230 Apparel

LONDON—First-class, high quality, women's casual clothes, slacks, skirts, beach-clothes, leisure clothes. Tinero Co. Ltd. (manufacturer, importer), Kent House, Market Place, London, W.1. WTD 1/15/65,

232 Men's, Youths', Boys' Furnishings

SWEDEN—All kinds of leisure and sport-type clothes for men and boys: trousers, coats, jackets. Direct purchase and agency. Requests replies from manufacturers. AB Sven Wollert (importer, sales agent), Drottninggatan 73 C, Stockholm C. WTD 12/11/64.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Leisure and sport-type clothes for women and children: slacks, skirts, coats, jackets, shirts. Direct purchase and agency. Requests replies from manufacturers. AB Sven Wollert (importer, sales agent), Drottninggatan 73 C, Stockholm. WTD 12/11/64.

234 Women's, Misses', Children's, Infants' Under Garments

NETHERLANDS—Medium-priced women's foundations, especially paper "throw-away" brassieres; direct purchase and agency; requests replies from manufacturers only. Firma Timpa (importer, manufacturer, exporter), Wattstraat, Tholen (Z). WTD 1/21/65.

235 Hats, Caps, Millinery

GERMANY—Hats, caps of felt, straw, cloth, imitation fur for women and children; direct purchase and/or agency representation for sourthern part of Germany. Requests replies in German, quotations c.i.f. Hamburg/Bremen. Erich Bender (manufacturer, importer), 20 Mittelweg, 6301 Grossen-Linden. WTD 1/28/65.

241 Logging Camps, Logging Contractors

ITALY—Timber for use in construction industry; direct purchase and agency; requests replies in Italian. Luigi Sales & Figlio (sales agent, retailer), Via S. Lazzaro 14, Lecce. WTD 1/27/65.

273 Books

GERMANY—Technical books, particularly on economics, business and industrial management. Henn'sche Buchhandlung K. Koehler (retailer), 2 Eng-Gasse, 6682 Ottweiler/Saar. WTD 1/22/65.

Mechanical, scientific, technical books, dealing with chemical, chemo-technical, electrotechnical, controlling, regulating techniques Dr. J. Determann (retailer), 71 Heilbronn a. Neckar, Wuerttemberg, Kirchbrunnenstrasse 28. WTD 1/27/65.

275 Commercial Printing

● **EL SALVADOR**—Postal stamps, 35 x 26 mm., 5,700,000, in 6 denominations, varying quantities and colors. Bid deadline Feb. 22. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-4115).

281 Industrial Chemicals

AUSTRALIA—Silicones; plasticizers; stabilizers; other industrial chemicals and chemical specialties to supplement present production and agency lines; direct purchase and agency. Albright & Wilson (Aust.) Pty. Ltd. (importer, manufacturer, distributor), 610 St. Kilda Rd., Melbourne, S.C.3, Victoria. WTD 12/18/64.

● **BURMA**—Calcium carbide, 50-80/B55, 320 m.t. packed 25 kg. per container, c&f and f.o.b. Tender No. 32/18/64-65, bid deadline Feb. 25. The Secretary Peoples Stores Corp., c/o Foreign Office, Prome Rd., Rangoon. Cable: CIVSUPS RANGOON.★ (Telephone: 202-WO 7-3465).

● **EL SALVADOR**—Calcium Hypochlorite (70% available chlorine) 10,000 lb., in 100 lb. sealed drums, c.i.f. Puerto Barrios, Aduana Terrestre or Puerto Salvadoreno. Tender No. IM/1/65, bid deadline Feb. 26, Administracion National de Acueductos of Alcantarillodos (ANDA) 2a. Avenida Norte No. 512, San Salvador.★ (Telephone: 202-WO 7-3465).

FRANCE—Raw materials for manufacturing paints, pigments. Usines Guimet (manufacturer, dealer), 4 Place Carnot, Choisy-le-Roi (Seine). WTD 1/19/65.

Various chemicals, especially Tri N-butyl phosphine. Touzart & Matignon (importer, sales agent, dealer), 3 Rue Amyot, Paris, 5e. WTD 9/16/64.

GERMANY—Resin (colophane); turpentine oil; paraffine. Eisele & Hoffmann (manufacturer, importer, wholesaler), 68 Mannheim, Diffenestrasse 27. WTD 1/7/65.

PAKISTAN—Dyes: direct, disperse, acid, pigment, acramine, naphthol, chrome, metal complex. Requests replies from manufacturers with price quotations c & f Karachi; direct purchase and agency. Shuja Industries (importer, manufacturer's agent), 59 Motan Bldg., Bunder Rd., Karachi. WTD 11/16/64.

SOUTH AFRICA—Raw materials for manufacturing industrial adhesives, anticorrosive coatings, wood preservatives. Brooklyn Laboratories (Pty.) Ltd. (manufacturer), P.O. Box 4681, Cape Town. WTD 1/26/65.

VENEZUELA—Fine chemicals, semi-finished chemical products, chemical specialties for production of pharmaceuticals, cosmetics, toilet preparations. Requests replies in Spanish. Drococa, C.A. (importer, manufacturer), Avenida Principal de Boleita, Aptdo. 6466, Caracas. WTD 12/24/64.

282 Synthetic Materials

GERMANY—Plastic sheets for insulation uses; translucent sheets, polyester reinforced with glass fibre and nylon. Requests replies in German from manufacturers only, quotations c.i.f. European ports. Direct purchase and agency. E. Schmitz KG + Schoeller, Kunststoff-Zentrale GmbH, 118 Luxemburger Strasse, 5 Koeln-Suelz. WTD 1/18/65.

NETHERLANDS—Plastic film, polyethylene film, reinforced plastic fibers. Requests replies from manufacturers only. Direct purchase and agency. Handelsonderneming Ph. Taminiau (importer, distributor, sales agent), 923 Prinsengracht, Amsterdam. WTD 8/6/64.

SWEDEN—Plastic raw materials, molding materials. Direct purchase and agency. Erteco AB (importer, sales agent), Kungsgatan 48, Stockholm C. WTD 1/7/65.

TRINIDAD, W.I.—Plastic sheeting; requests replies from manufacturers. Direct purchase and agency. B. I. Lalsingh (importers, wholesalers, retailers), 47 Frederick St., Port of Spain. WTD 10/27/64.

283 Drugs

● **BURMA**—Assorted medicinal chemicals, 13 items: Mepyramine maleate, B.P., 100 kgm; nikethamide, B.P., 350 kgm., sulfamethoxypyridazine, B.P., 500 kgm., ferrous sulfate, B.P., 1,000 kgm. potassium acetate, B.P., 1948 granular, 750 kgm., 300 kgm. potassium guaiacolsulphonate, B.P.C. 1949, 300 kgm., 500 imperial gallons of absolute alcohol, B.P.; castor oil B.P., 40 m.t.; light kaolin B.P. fine powder, 4500 kgm., prepared storax B.P. (Styrax Praep. B.P. 1958), 250 kgm., tolu balsam, B.P., 200 kgm.; methylene chloride technical, 1500 liters; 300 m.t. of dextrose monohydrate B.P., white powder. An additional item desired is 16 l.t. of aluminum foil, 0.038 mm gauge, soft, lacquered red opaque. Tender No. 66 MSC (BPI), bid deadline Feb. 28. The General Manager, Drugs & Instruments Dept., People's Stores Corp., 189/191 Maha Bandoola St., Rangoon.★ (Telephone: 202-WO 7-3394).

SOUTH AFRICA—Raw materials for manufacturing lacquers, shampoos, cosmetics, pharmaceutical preparations. Brayce Laboratories (Pty) Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 2546, Johannesburg. WTD 7/9/64.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Disinfectants, deodorants, other sanitation preparations. Direct purchase and agency. Gustave Quentin (wholesaler), 4 Rue Ed.—Quenu, Paris, 5e. WTD 8/21/64.

SOUTH AFRICA—Cosmetics, including lipsticks, rouge, eye shadow to be packed under trade name of consignee; hairdressing. Brayce Laboratories (Pty) Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 2546, Johannesburg. WTD 7/9/64.

285 Paints, Varnishes, Lacquers, Enamels

AUSTRALIA—Paint fillers, sealers, removers, cleaners, other allied products. Bristol Paint & Chemical Co. Pty. Ltd. (manufacturer, distributor), Westfield Street, Northcote, N.16, Victoria. WTD 12/18/64.

FRANCE—Protective lacquers, varnishes, plastic coatings, transparent or in color; antiglare, anti-infrared and sun-rays; related liquid plastic products, including ultra-violet filtering products for protection of articles shown under glass in shop window displays. Direct purchase and agency/distributorship. Ederko (E. Pedroarena) (dealer, sales agent), 7 Allees Marine, Bayonne, Basses-Pyrenees. WTD 1/26/65.

● **IRAQ**—Distempers 900 cwt., Snowcem 300 cwt., civil paints 1700 gal. Tender No. 20/65, bid deadline noon Feb. 25. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-3512).

287 Agricultural Chemicals

PAKISTAN—Gammexane 14½/15½ gamma-isomer; D.D.T. 75% wettable powder; methyl parathion 50% w/v/E.C.; malathion 57%, w/v/E.C.; dipterex 80% soluble powder; Endrin 20%, w/v emulsifiable concentrate; lebaycid 50% E.C.; ethylene dichloride carbon tetrachloride; phosdrin 24% w/v E.C.; toxaphene 80% w/v E.C.; kelthane 18½ E.C.; telodrin 15% w/v E.C.; aldrin 40% w/v E.C.; metasystox (i) 25% E.C.; gusathion 20% E.C. BHC 12% W.P.; ostico bands; tedion V-18, E.C. Shalimar Agencies (importing distributors), P.O. Box 808, Alkush Bldg., Bank Square, The Mall, Lahore. WTD 12/22/64.

289 Chemical Products

● **BURMA**—Printing inks, 127,000 lb.; tender No. 020/Ink (10) 64/65, bid deadline Feb. 25, 4 p.m. Secretary (1) People's Stores Corp., c/o The Foreign Office, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3512).

GERMANY—Corrosion inhibitors for oil tanks and related products. Oel-Tankschutz GmbH (manufacturer, wholesaler, manufacturer's agent), 7332 Eislingen/Fils, Kornbergstrasse 34. WTD 1/21/65.

HONG KONG—Brightener, chemicals for electro plating of metals. Wo Yue Co. (importer, exporter), Pedder Bldg., 5th floor, Pedder St., G.P.O. Box 2164, Hong Kong. WTD 1/18/65.

● **IRAN**—Brake fluid, 20,000 liters, non-mineral oil basis, in 20 liter containers, conforming to SAE specification 70 R3. Bid deadline April 7. Army Ordnance Sept. IIA, Abassabad Ave., Tehran.★ (Telephone: 202-WO 7-2067).

TRINIDAD, W.I.—Shock absorber fluid; request replies from manufacturers. Direct purchase and agency. Acme Motor Supplies (importers, wholesalers, retailers), 14 Cipero St., San Fernando. WTD 12/3/64.

311 Leather Tanning, Finishing

AUSTRALIA—Suede leather for manufacturing handbags and leather clothing. Salamander Leathergoods (manufacturer) 462 Smith St., Collingwood, Victoria. WTD 12/18/64.

GERMANY—All types of garment leather. Diana-Beck K.G. (manufacturer), 75 Karlsruhe-Durlach, Dieselstrasse 1. WTD 11/19/64.

314 Footwear

TRINIDAD, W.I.—Women's, misses, children's dress shoes; requests replies from manufacturers. Direct purchase and agency. Richard E. Butcher & Co. (importer, agent), 17 Henry St., Port of Spain. (P.O. Box 279). WTD 11/4/64.

331 Steel Mill Products

● **BURMA**—Mild steel bars, 2400 ft., 2½" x ¼"; 1220 ft., 2" x ¼"; 1520 ft., 2" x ⅜"; mild steel bolts and nuts, 1 ton, ⅝" x 6"; 1 ton, ⅝" x 8". Tender No. 49/CS/64-65/GOVT., bid deadline March 9. The Secretary (1), Peoples's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

Mild steel plates and sheets, 4' x 8', thicknesses ½", ⅜", 5/16"; ¼" 3/16" and ⅛"; 100 pcs. each size. Tender No. 50/CS/64-65/GOVT., bid deadline March 9. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

SPAIN—Undetermined tonnage of metallurgical hard coke, size 6 to 20 mm., moisture 8 to 10%, volatile content 1% maximum, ash 8 to 10% and sulphur under 1%; fob per l.t.; quality of coke must be guaranteed; Spanish import license not required, but imports subject to Spanish Coal Price and Quality Control Board's approval; competitive prices. Direct purchase and agency. Hullera Andaluza, S.A. (importer, wholesaler), Avenida de Jose Antonio 16, Madrid (14). WTD 1/27/65.

● **TURKEY**—1,043 tons ship plates, size range: 9/32" to 19/32" thickness, 48" to 72" wide, 240" to 320" long; 40 tons floor plates, 3/16" x 40" x 80". Tender No. 965/3004, bid deadline Feb. 26. Malzeme Mudurlugu, Denizcilik Bankasi TAO, Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-2363).

332 Iron, Steel Foundries

● **BURMA**—Pig iron, 360 tons; specifications: Si 1.25 to 1.75%, Mn 0.3 to 1.5%, P .03% max., S 0.06% max., C 3.5 to 4.2%. Tender No. Fuel-2/65, bid deadline noon Feb. 27. Firm Telegraphic Quotations on f.o.b. basis direct to Chairman, Procurement Committee No. (14), People's Stores Corp., St. John's Rd., Rangoon.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **INDIA**—Supply of electric cable D-10 MK2 twisted, substitute for cable D-8 (869 mi.) Tender No. SE3/2023/068A/Cell, bid deadline March 5. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents, non-refundable fee $2.10 per copy, from India Supply Mission (Ref. D/ENQ/1536), 2536 Massachusetts Ave. NW., Washington, D.C.

● Supply of copper ingot IRSS N-4-48 (179,487 lb.). Tender No. SRS/5032/070-A/I, bid deadline March 2. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents, non-refundable fee $2.10 per copy, from India Supply Mission (Ref. D/ENQ/1532), 2536 Massachusetts Ave. NW., Washington, D.C.

● **PAKISTAN**—Supply of cables, PE insulated and sheathed wire armoured (1,075,000 yd.); PE insulated and sheathed unarmoured (400,000 yd.) Tender No. PUR-3-39/64/600, bid deadline Feb. 24. Mr. F. Rizwi, Purchase Co-ordinating Officer, Block No. 48-A, Shahrah-e-Iraq, T&T Directorate General, Karachi. (Telephone: 202-WO 7-2162).

Wire, specification WD-1/TT (half mile) on dispenser MX-306; requests replies from manufacturers with price quotations F.A.S.; direct

purchase and agency. Aeronautical Equipment Co. (manufacturer's agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

● **SUDAN**—Plumbers solder, 3 tons, to B.S. specification No. 219/1959, (Pb. 66.7%, Sn. 31½%, Sb. 1.8%) in 1-lb. sticks. Contract No. 194, bid deadline March 1. Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: 202-WO 7-2298).

339 Primary Metal Industries

PAKISTAN—Cable assemblies, specifications T.M.-11-381-5B-11-100-153 CX 1065/G; wire, specification WD-1-TT (quarter mile) on DR-8-SB-11-100-154-TB-34.9-52, spec. MIL-C-13294-TMII-4879 (for DR-8). Requests replies from manufacturers with price quotations F.A.S.; direct purchase and agency. Aeronautical Equipment Co. (manufacturer's agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

342 Cutlery, Hand Tools, General Hardware

● **AUSTRALIA**—Coaxial cable jointing tools, 12 different types of rollers, cutters, pliers, gages, formers, jigs, extractors, in various quantities. Tender No. C 9724, bid deadline Feb. 25. The Controller, Stores & Contracts, Postmaster-Generals Dept., 7th Floor, 114 Russell St., Melbourne C.1, Victoria.★ (Telephone: 202-WO 7-5589).

● **IRAN**—3000, 355mm. blades for rail sawing machine. Tender No. 43/1564, bid deadline March 16. Iranian State Railways, Purchasing Dept., Maydane Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-5589).

SWEDEN—All kinds of small tools in cases for home and hobby use; pocket knives; scissors; kitchen knives; handy household gadgets. Direct purchase and agency. Requests replies from manufacturers. AB Sven Wollert (importer, sales agent), Drottninggatan 73 C, Stockholm. WTD 12/11/64.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Stainless steel kitchen sinks with garbage disposal units. Requests replies in German from manufacturers only, quotations c.i.f. German or Dutch ports. Zell oHG (wholesaler), 32a Werlerstrasse, 4902 Bad Salzuflen. WTD 1/18/65.

Building materials such as sanitary plumbing equipment; articles for gas, water, central heating systems; roofing materials; heating equipment; builders' hardware. Requests replies from manufacturers only; quotations c.i.f. European ports. Direct purchase and agency. Caspar & Co. (wholesaler, agent, importer, exporter), 10-18 Frankenstrasse, 51 Aachen. WTD 1/13/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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344 Fabricated Structural Metal Products

SWITZERLAND—Business proposals and agency wanted for wall (drywall) equipment and accessories, such as nails, screws, prefabricated wall parts, metal studs, corner studs, corner beads, reinforced corner tape; direct purchase and agency. Drywall, Werner Messerli (importer, manufacturer's representative, retailer), 40 Steinstrasse, 8045 Zurich. WTD 1/4/65.

345 Screw Machine Products

● **BURMA**—Varying sizes and quantities of carriage bolts and nuts. Tender No. 48/CS/64-65/GOVT. Bid deadline March 9. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

349 Fabricated Metal Products

TRINIDAD, W.I.—All types of general industrial hardware and supplies such as hoses, steel pipes and tubing, structural shapes and piling, wire products (nails and staples, barbed wire, fencing, bale ties and baling wire, wire rope and strand); bolts, nuts and other industrial fasteners; request replies from manufacturers. Direct purchase and agency. Robinson & MacNeil (importer, agent), Fernandes Bldg., 27 Henry St., Port of Spain. WTD 11/2/64.

350 Machinery

AUSTRALIA—Marketing organization with branches throughout Australia—Tomasetti & Son Pty. Ltd., 279 Flinders Lane, Melbourne, Victoria—interested in wide range of machinery products to be sold on behalf of manufacturers who do not export directly. Firm usually buys for its own account, but also acts as commission merchant or sales agent; buys and pays its accounts through its United States office: Lindeteves-Jacoberg, Inc., 2 Park Ave., New York, N.Y. Seeking good agency lines on sole distribution basis for Australia. WTD 12/18/64.

351 Engines, Turbines

● **ARGENTINA**—Supply and installation of one 200 to 250 kw power plant at Port of Buenos Aires. Bid deadline June 30. Servicios Electricos del Gran Buenos Aires S.A. (SEGBA). Specifications (about $50) from SEGBA, Balcarce 184, Buenos Aires. One set of specifications available for reference only in Economic Counsellors' Office, Argentine Embassy, 1600 New Hampshire Ave. NW., Washington, D.C. 20009.

CHILE—Hydraulic and steam turbines. Direct purchase and agency. Requests replies from manufacturers. Raul Ducci & Cia., S.A.C. (importer, wholesaler, retailer, sales agents, engineering consultants), Nataniel 35, Casilla (P.O. Box) 10098, Santiago de Chile. WTD 1/19/65.

Marine engines. Direct purchase and exclusive agency. Amadeo Leon R. (importer), Rengo 1336, Casilla 1016, Concepcion. WTD 10/16/64.

PAKISTAN—Diesel engines, except bus and truck types, 750 r.p.m. and under, 90 hp. and over; value $40,000; to meet Government and semi-Government contracts. Yu-Slim & Co. (importing distributor), Plaza Bldg., Queen's Rd., Lahore. WTD 1/20/65.

352 Farm Machinery

● **INDIA**—Land leveler equivalent to Eversman TM-10, equipment, accessories. Tender No. Project/2208/012A/I, bid deadline Feb. 26. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Documents, $2.10 (nonrefundable), from India Supply Mission (Ref. D/ENQ/1538), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● **IRAN**—100 units of air-cooled, barrow type, two carrying handed power sprayer with convenient output to produce necessary discharge and pressure; 2000 units pneumatic Knapsack sprayer; 50 units Knapsack power atomizer complete with all accessories. Bid deadline Feb. 21. Iranian Sugar Factory, Tehran.★ (Telephone: 202-WO 7-5566).

353 Construction, Mining, Material Handling Machinery

CHILE—Mining transportation equipment, accessories, spares; mining machinery, equipment, repair parts; tractors, attachments; power units, accessories; underground locomotives, repair parts. Direct purchase and agency. Raul Ducci Claro & Cia., S.A.C. (importer, wholesaler, retailer, sales agent, engineering consultants), Nataniel 35, Casilla (P.O. Box) 10098, Santiago de Chile. WTD 1/19/65.

GERMANY—Construction cranes; concrete mixers. Requests replies in German, quotations f.o.b. New York. Dipl. Ing. Otto Mueller, K.G. (manufacturer, wholesaler, exporter), 8-10 Friesstrasse, 6 Frankfurt/Main. WTD 1/28/65.

● **INDIA**—Global invitation for 5 heavy duty rear dump off-highway haulers, 30/35 ton, 20/23 cu. yd. payload capacity. Tender No. Project/2188/037/A/I; bid deadline March 6. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Documents, $2.10 (nonrefundable), from India Supply Mission (Ref. D/ENQ/1535), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● Global invitation for 4 tracklaying tractors, 225/270 hp., equipped with cable controlled dozers and double drum rear mounted P.C.U. Tender No. S/Project/2188/026/A/I; bid deadline Feb. 26. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Documents $2.10 (nonrefundable), from India Supply Mission (Ref. D/ENQ/1530), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **IVORY COAST**—Diamond core drill rig complete. Tender No. 5-10065; bid deadline Feb. 26. United Nations, New York.★ (Telephone: 202-WO 7-5566).

● **PAKISTAN**—One 3000-lb. gasoline engine lift truck. Tender No. S-8/550/Veh/64-65; bid deadline Feb. 22. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca-2.★ (Telephone: 202-WO 7-5589).

● **SUDAN**—One 5-ton lift capacity, full circle, self propelled crane mounted on 900 x 20 heavy duty tires; accessory attachments. Tender No. 3237; bid deadline March 16. Officer of Controller of Stores, Atbara, or Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.I.★ (Telephone: 202-WO 7-5566).

354 Metalworking Machinery

PAKISTAN—Circular cold sawing machine, fitted with all steel enclosed oil immersed gearing suitable for 24" to 27" diameter saws with high speed steel segments. Requests replies from manufacturers with price quotations c.&f. Karachi; direct purchase and agency. Dean & Webber (importer, manufacturer's agent), Nelson Chamber, McLeod Rd., Karachi. WTD 9/16/64.

Crankshaft grinders, maximum dia. 60", stone pressure, 800 lb.; mounting area, 12"

x 15½" approx., "Model 73 No. 4 attachment"; electrical characteristics AC 400 v., 3 phase, 50 cycle. Requests replies from manufacturers with price quotations c&f Karachi; direct purchase and agency. Dean & Webber (importer, manufacturer's agent), Nelson Chamber, McLeod Rd., Karachi. WTD 9/16/64.

355 Special Industry Machinery

DENMARK—Equipment for plants to be constructed in developing countries: Sugar manufacture, grain elevators, dry bulk chemicals, flour mills, harbor bulk handling equipment, slaughterhouses, meat packing. Requests technical bulletins, catalogs, price lists. Parsons & Williams (management consultants), Nyropsgade 43, Copenhagen V.

FINLAND—Machinery, equipment, related items used in paper and wood processing industry; requests descriptive brochures, price lists, terms. O.Y. Mercantile A.B. (manufacturers, importers), Mannerheimintie 12, Helsinki. WTD 6/18/64.

GERMANY—Special machinery for preparing snacks; popcorn poppers; food concession equipment. Werner Glaser (wholesaler, importer, exporter), 37 Max Bock Strasse, 6 Frankfurt/Main. WTD 1/28/65.

ITALY—Machinery for vacuum wrapping food products in cellophane or plastic envelopes. Supermercato Di Liberto (importer, wholesaler, retailer), 71-75 Corso Finocchiaro Aprile, Palermo, Sicily. WTD 1/15/65.

NIGERIA—Photoengraving machines for textile printing, value $50.000. Importer in process of establishing 600,000 sq. yd. daily capacity textile printing mill in Lagos, using imported grey baft. Requests quotations, catalogs from manufacturers and/or dealers. G. Kewalram & Sons (Nigeria) Ltd. (importer, wholesaler, manufacturers' representative), 48 Marina, P.O. Box 320, Lagos. WTD 10/29/63.

PAKISTAN—Mobile general workshop; value $100,000. Yu-Slim & Co., Plaza Bldg., (importer, distributor), Queens Rd., Lahore. WTD 1/20/65.

Coir fiber, opening and teasing machine, independently driven and with dust exhaustion mechanism; electrical characteristics A.C. 400 v., 3 phase, 50 cycle. Requests replies from manufacturers with price quotations c&f Karachi; direct purchase and agency. Dean & Webber (importer, manufacturer's agent), Nelson Chamber, McLeod Rd., Karachi. WTD 9/16/64.

Paper cutting knives sizes 37" x 4½" x 5/16", 37" x 4½" x ⅜", 37" x 4½" x ⅜", 37" x 4½", x ½", 36" x 4½" x 5/16", 36" x 4½" x ⅜", 36" x 4½" x ½"; valued at $4,000; direct purchase and agency. Aziz-ud-Din Ghulam Mohi-ud-Din Butt (Regd.) (importing distributor), Chowk Urdu Bazar, Lahore. WTD 11/24/64.

SWEDEN—Heavy duty stitching machinery; machinery for corrugated box and paper sack manufacturing. Direct purchase and agency. Vector Maskin AB (importer, exporter, manufacturer, sales agent), Kungsgatan 18, Stockholm. WTD 10/2/64.

356 General Industrial Machinery

AUSTRALIA—Industrial filters, automatic sprinklers, air operated pumps; other complementary products, accessories. Master Holdings Ltd. (importer, manufacturer, distributor), Stud Rd., Bayswater, Victoria. WTD 12/31/64.

GERMANY—Filters, pumps, filtering and cleaning materials for brewery and beverage industries. Simex, R. Sauer (importer, wholesaler), 7 Stuttgart-Wangen, Kesselstrasse 6. WTD 7/9/64.

All types of paint spraying equipment and machinery; direct purchase and agency. Ernst Mueller (manufacturer, importer, exporter, 7057 Winnenden/Wuerttemberg, Bahnhofstrasse 28. WTD 1/14/65.

Hydraulic and mechanical jacks; hydraulic self-contained jacks, hand operated; hydraulic working cylinders, air and oil; hydraulic pump units and controls; automotive garage and maintenance equipment. Direct purchase and agency. Emil Weber, Fabrik Hydraulischer Apparate (manufacturer, exporter) 7129 Gueglingen, Wuerttemberg. WTD 1/13/65.

Immersion pumps for underground construction; compressors. Requests replies in German, quotations fob New York. Dipl. Ing. Otto Mueller K.G. (manufacturer, wholesaler, export), 8-10 Friesstrasse, 6 Frankfurt/Main. WTD 1/28/65.

● **GREECE**—Supply and installation of complete equipment for milk and dairy processing plant in Rhodes. Tender No. 1813/tris; bid deadline March 4. Agricultural Bank of Greece, Supplies Service, Supplies Section, 12-14 Karageorgi Servias St., Athens.★ (Telephone: 202-WO 7-5589).

● Four 1200 m³/h capacity vertical pumps, diesel operated for borehole testing. Tender No. 400; bid deadline March 10. Ministry of Agriculture, General Directorate of Agriculture, Land Reclamation Service, 60 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Packaging and wrapping machines, equipment for stationery, textiles and foodstuffs, interested in new types particularly. Direct purchase and/or agency. Exclusive representation for E.E.C. countries desired; requests price lists, literature. A. Muller, (sales agent), Noord 46 Soestdijkseweg, Bilthoven. WTD 8/18/64.

TRINIDAD, W.I.—Hydraulic jacks, air, electric; requests replies from manufacturers. Direct purchase and agency. Acme Motor Supplies (importers, wholesalers, retailers), 14 Cipero St., San Fernando. WTD 12/3/64.

357 Office, Computing, Accounting Machines

FRANCE—Typewriters; accounting machines; cash registers; direct purchase and agency. O. T. M. B. (importer, agent), 42 rue des Petits-Champs, Paris 2. WTD 8/21/64.

SWEDEN—Digital computers and systems for office or industrial automation. Direct purchase and agency. Tel Inter AB (importer, sales agent), Filipstadsbacken 48, Farsta 1. WTD 10/22/63.

358 Service Industry Machines

● **BURMA**—200 single stage water cooled compressors with twin 2½" x 2½" cylinders; 500 water cooled single 4" x 4" cylinder compressors. Tender No. 10/Mach/23/G-1/T (64-65); bid deadline Feb. 22. The Revolutionary Government of the Union of Burma, Socialist Economy Construction Committee, Corp. No. 23, No. 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

GERMANY—Commercial coin-operated laundry machines, 220/380 v., 60 cycles. Requests replies from manufacturers only. E. & E. Peters GmbH. (importer, wholesaler), 211 Rothenbaumchaussee, Hamburg 13. WTD 11/4/63.

Automatic merchandising machines, refrigerated and not refrigerated, coin operated. All types of machinery and equipment for hotel and restaurant use. Direct purchase and agency. Automation Service D. Kretz (wholesaler), 75 Karlsruhe, Yorckstrasse 53a. WTD 12/15/64.

Residential air conditioner units. Requests replies in German from manufacturers only, quotations c.i.f. German or Dutch ports. Zell oHG (wholesaler), 32 a Werlerstrasse, 4902 Salzuflen. WTD 1/18/65.

GREECE—Vacuum pumps for refrigeration; requests replies from manufacturers. ETEPS-Liacacos-Xourafas S.A. (importer, wholesaler), 10 Piraeus St., Athens 101. WTD 12/18/64.

● **INDIA**—One stainless steel rotary compressor, using heavy water and helium; 80 cu. ft. per minute capacity. Tender No. AEE/P/CAP/9787, bid deadline Feb. 26 (bids may be submitted later). Atomic Energy Establishment Trombay Purchase Division, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● Window type space coolers, air filters, charcoal absorption filters. Tender No. AEE/P/CAP/9232; bid deadline not established, but companies should contact as soon as possible. Atomic Energy Establishment Trombay Purchase Division, Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

NORWAY—Instant brew hot drink vending machines; direct purchase and agency. Forenede Kulimportorer A/S (importing wholesaler, manufacturer's agent), Sørengkaia 8, Oslo 1. WTD 1/21/65.

● **PAKISTAN**—Two public utility cleaning machines with suction chamber, cutting blades which shreds collected litter in bag where it is compressed by vacuum effect. Tender No. S-8/662 Engg/64-65; bid deadline Feb. 25. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijhell Commercial Area, Dacca—2.★ (Telephone: 202-WO 7-2939).

TRINIDAD, W.I.—Floor polishing machines, household and commercial, electric; requests replies from manufacturers. Direct purchase and agency. Kirpalani's Ltd. (importers, wholesalers, retailers), 18 Frederick St., Port of Spain. WTD 11/24/64.

361 Electric Transmission, Distribution Equipment

● **COLOMBIA**—Supply of two single phase, 57,000 kva transformers for "Guatape I" Nare Project. Bid deadline April 30. Terms, specifications, $20 per set, from Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga No. 607, Medellin.

● **COSTA RICA**—Supply of knife switches, 3 phase, 34.5 kv; single phase, 13.8 kv; recloser by-pass switch, 13.8 kv; power fuse dropouts; station type lightning arresters; heavy duty oil circuit reclosers; 3000 kva transformers. Tender No. 1189, bid deadline March 23. Instituto Costarricense De Electricidad (ICE), Aptdo. XXXII, San Jose. Bid details, specifications, $25, from Treasurer's Office, ICE. Correspondence preferred in Spanish.

DENMARK—Electric and electronic measuring instruments; all kinds, for industrial research laboratories and radio industry. V. H. Prins (importer), 129 Sydvestvej, Glostrup. WTD 1/19/65.

FRANCE—Electronic measuring apparatus such as oscilloscopes; oscillators; signal generators; digital voltmeters; power supply blocks; transfer function analyzers; electronic frequency counters. Direct purchase and agency. Societe Europeenne d'Instruments

Numeriques et Analogiques (importer, agent, wholesaler), 16 Rue d'Aguesseau, Boulogne-Billancourt (Seine). WTD 9/30/64.

PAKISTAN—Electrical power transmission and distribution line equipment, value $1 million, for Government and semi-Government contracts. Yu-Slim & Co. (importer, distributor), Plaza Bldg., Queens Rd., Lahore. WTD 1/20/65.

UAR—Transformers and switches, 30 each; specifications, alternators, drip proof, horizontal foot mounted, continuously rated, self-regulating, a.c., single phase, 20 kva., 220 v., 50 cy., 1500 rpm., regulation not to exceed 2.5%, suitable for operating in ambient temperature of 45°C; will be coupled to diesel engines and used for supplying lighting current; also suitable for X-ray apparatus in hospitals; switch boards, sheet metal construction, saddle mounted on alternators by means of antivibration mountings, equipped with ammeter, voltmeter, circuit breaker of suitable rating with overload protection, complete with fuses, interconnections, terminals, to secure proper function of alternators. Helwan Military & Diesel Industries Co. (Government agency), Ex Factory 909, Helwan, Cairo.

362 Electrical Industrial Apparatus

PAKISTAN—Welding plants, diesel operated; value $40,000. To meet Government and semi-Government contracts. Yu-Slim & Co. (importing distributor), Plaza Bldg., Queens Rd., Lahore. WTD 1/20/65.

Generator sets, diesel engine-driven types, 125 KVA; value $125,000. To meet Government and semi-Government contracts. Yu-Slim & Co. (importer, distributor), Plaza Bldg., Queens Rd., Lahore. WTD 1/20/65.

● **SUDAN**—One 4-wheel truck mounted, double operator, 300/400 amps., diesel engine electric welder. Contract No. 3232; bid deadline March 2. Controller of Stores, Sudan Railways Stores Dept., Atbara.★ (Telephone: 202-WO 7-5652).

363 Household Appliances

FRANCE—Electric deodorizers, household types; all kinds of disinfection apparatus. Direct purchase and agency. Gustave Quentin (wholesaler), 4 Rue Ed-Quenu, Paris, 5e. WTD 8/21/64.

GERMANY—All kinds of electrical household appliances. Otto Gruoner (wholesaler), 7 Stuttgart-S, Katharinenstrasse 20. WTD 11/30/64.

● **IRAQ**—300 ceiling fans, 150 table fans, to operate on A.C. 220/250 v. Tender No. (68/64); bid deadline March 10. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5345).

TRINIDAD, W.I.—All types of small household electrical appliances including, fans, lamps, toasters, food mixers. Requests replies from manufacturers. Direct purchase and agency. Marlay & Co., Ltd. (importers, wholesalers, retailers, commission merchants, sales agent), 8 Charlotte St., Port of Spain (P.O. Box 234). WTD 10/13/64.

Hair dryers, electric; toasters, automatic, electric, fans, electric, desk and wall, oscillating, non-oscillating, food mixers, electric, household. Requests replies from manufacturers. Direct purchase and agency. Kirpalani's Ltd. (importers, wholesalers, retailers), 18 Frederick St., Port of Spain. WTD 11/24/64.

364 Electric Lighting, Wiring Equipment

● **NEW ZEALAND**—Supply of 300 light signals for railway traffic control system, including multi-aspect signals and auxiliary signal units. Tender No. NZR 64/44, bid deadline March 3. New Zealand Government Railways, Comptroller of Stores, Office Private Bag, Wellington C.1. Copies of specifications from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. 20036.

● **PAKISTAN**—Four 440 v., 30 amp. iron clad switches. Tender No. S-11/340/64-65/Y; bid deadline Feb. 23. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel Commercial Area, Dacca-2.★ (Telephone: 202-WO 7-4242).

SOUTH AFRICA—Lighting fixtures, commercial, recessed, fluorescent, multi-layer polariser. Fluorescent Light Corp. (S.A.) (Pty) Ltd. (importer, wholesaler, exporter, manufacturer), P.O. Box 7148, Johannesburg. WTD 4/30/64.

365 Radio, Television Receiving Sets

GERMANY—Radio and television sets; all types of accessories, parts. Otto Gruoner (wholesaler), 7 Stuttgart-S, Katharinenstrasse 20. WTD 11/30/64.

GREECE—Television receivers; radio-phonographs (stereo). Requests replies from manufacturers only. Direct purchase and exclusive agency. B. & C. Panayotidis S.A. (importer, wholesaler, retailer, sales agent), 13 Christou Lada St., Athens 134. WTD 12/28/64.

● **IRAQ**—Audio recording tape 0:25″, polyester: 3000 tapes, 600′ on 5″ reel; 8000 tapes 1200′ on 7″ reel; 500 tapes, 3250′ on 11.5″ single sided European spool. Tender No. 71/64; bid deadline March 11. Tender documents, $2.80 per copy, plus 70¢ airmail to U.S., from Central Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-967-4036).

SWITZERLAND—Coin-operated phonograph (juke-box) with television screen providing show with music. Paul Moine (importer, dealer), Grand'Rue 14, Porrentruy. WTD 1/7/65.

366 Communication Equipment

AUSTRALIA—Ultra-sonic, radar burglar and fire detection equipment, 240 v., 50 cycles, for continuous operation under sub-tropical temperature changes. Security Nightwatch Service (industrial security service), 514 Tarragindi Rd., Moorooka, Brisbane, Queensland. WTD 8/7/63.

ITALY—Telephone relays, components for automatic telephone installations. C.E.A.S., Costruzioni Elettrotelefoniche Apparecchiature Speciali, 33 Via Ugo De Carolis, Rome. WTD 1/19/65.

PAKISTAN—Wire, specification WD-1-TT (one mile) on RL-159-IU. Requests replies from manufacturers with price quotations f.a.s.; direct purchase and agency. Aeronautical Equipment Co. (manufacturer's agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

367 Electronic Components, Accessories

● **BURMA**—Radio parts, including Selenium rectifiers, 3000 units in different sizes; IF transformers, 5000; Ferrite rod; radio hi-fi output transformers. Tender No. 93/EL(P) 64/65; bid deadline March 1. Divisional Manager, Electrical Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-967-4036).

ITALY—Radio and TV receiving tubes, transistors, diodes; direct purchase and agency. Radio Argentina (wholesaler), Via Torre Argentina, 47, Rome. WTD 1/19/65.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Automobile spares, accessories, parts. Direct purchase and agency. Requests replies in Spanish. Julio Paniagua & Cia. (importer, wholesaler), Calle Thompson 200, Casilla (P.O. Box) 572, Arica. WTD 1/18/65.

GERMANY—Accessories for passenger cars, trucks, automotive service station tools, particularly newly developed commodities. Direct purchase and agency. Motortrade GmbH & Co. K.G. (importer, exporter, wholesaler), 75 Karlsruhe/Baden, Werderstrasse 76. WTD 1/20/65.

Parts and accessories for trucks, truck trailers, vehicles for use in agricultural and forestry, such as hardware, axles, clutches, tipping devices. Requests replies from manufacturers only, quotations c.i.f. German or Dutch ports. Direct purchase and agency. Wihag Westf. Ind.-Handelsges. mbH & Co. KG (importing distributor), 66 Bielefelder Str. 4812 Brackwede. WTD 1/8/65.

RHODESIA—Motor vehicles and parts; direct purchase and agency. Engine Spares & Accessories (Pvt.) Ltd. (wholesaler), P.O. Box 887, Salisbury. WTD 1/12/65.

SWEDEN—Automobile accessories such as wheel covers of all kinds, plastic car bodies, fiber or metal emblems, automobile upholstery and mats. Direct purchase and agency. Americano Enterprises (importer, exporter, wholesaler, manufacturer, sales agent), Agatan 4, Linkoping. WTD 12/15/64.

372 Aircraft, Parts

FRANCE—Aircraft instruments, instrument panels, spare parts. Direct purchase and agency. Air Precision S.A. (manufacturer, importer, wholesaler), 43 Rue de l'Ancienne Mairie, Boulogne-sur-Seine (Seine). WTD 8/4/64.

374 Railroad Equipment

● **BURMA**—Supply of 2 front truck wheels and 12 pair of driving wheels for "YB" class steam locomotives. Tender No. 740/L/21, deadline March 1. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon. Tender documents and drawings available for review only in Transportation Equipment Division, BDSA-6340, Rm. 4314, Department of Commerce, Washington, D.C. 20230.

● Supply of steam locomotive parts, including fire box plates and tube arches. Tender No. 741/L/29, bid deadline March 5. The General Manager, Burma Railways Board, Bogyoke Aung San Rd., Rangoon. Drawings and documents available for review only in Transportation Equipment Division, BDSA-6340, Rm. 4314, Department of Commerce, Washington, D.C. 20230.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Centrifuges, laboratory; blood parameter analysers; automatic blood analysers; heart monitoring devices. Labomatic (importer, wholesaler), 8 Rue de Penthievre, Paris, 8e. WTD 1/15/65.

GERMANY—Scientific instruments for laboratory use in connection with chemical research; physical research; and medical research; replies from manufacturers only; c.i.f.

European ports; direct purchase and agency. Kipp & Zonen GmbH, 19 Am Muehlenberg, 507 Bergisch Gladbach. WTD 12/18/64.

NORWAY—Sound level meters, portable, for industry and traffic noise surveillance authorities. Frequency standards, complementary instruments, equipment. Requests replies from manufacturers only. Solberg & Andersen A/S (importer, wholesaler), 5 Hansteensgt, Oslo. WTD 10/21/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Gas and fluid analyzers; flow and speed measuring devices for gas, air, fluids; fire control and safety devices. Le Controle de Chauffe (manufacturers, importer), 171 Rue Veron, Alfortville (Seine). WTD 1/19/65.

Measuring instruments for very low temperatures (Hydrogene & Helium). L'Instrumentation scientifique (importer, commission merchant), 84 Ave. Gambetta, Courbevoie (Seine). WTD 9/11/64.

Testing machines such as tension testers for paper, rubber, plastics; tear testers for paper and similar materials, textiles; durometers for rubber; bursting testers for paper, cardboard, natural and synthetic fabrics; dial micrometers for paper, cardboard, fabrics, rubber, plastics; plastometers for natural and synthetic rubber and compounds thereof. Direct purchase and agency. Lhomargy S.A. (manufacturer, importer, agent, dealer), 3 Blvd. de Bellevue, Draveil, Seine & Oise. WTD 9/29/64.

SWEDEN—Measurement and control testing instruments for manufactured articles, such as abrasion testers, strain and stress analyzers, adhesion testers. Direct purchase and agency. Requests replies from manufacturers. Tekno Maskin Import AB (importer, sales agent), Vintrosagatan 7 (P.O. Box 438), Bandhagen 4. WTD 3/5/64.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Safety appliances and equipment, such as helmets, goggles, machine guards, signs, tools, other safety devices. Industrial Protective Co. Pty. Ltd. (importer, wholesaler, manufacturer), 180 Ferrars St., South Melbourne, Victoria. WTD 7/30/64.

GERMANY—Medical and surgical instruments, equipment, supplies, replies from manufacturers only; c.i.f. European ports. Direct purchase and agency. Caspar & Co., 10-18 Frankenstrasse, 51 Aachen. WTD 1/13/65.

Workers' protective clothing, all kinds such as boots, helmets, gloves, goggles; replies from manufacturers only; c.i.f. European ports; direct purchase and agency. Dr. Kurt Korsing (wholesaler, importer), 9 Bruesseler Platz, 5 Koeln. WTD 7/20/64.

Workers' protective clothing, suits, overalls. Requests replies from manufacturers only, quotations c.i.f. European ports. Direct purchase and agency. Aug. Schwan & Co. (manufacturer, agent, importer, exporter), 4053 Suechteln. WTD 1/18/65.

VENEZUELA—Surgical and medical instruments for distribution throughout Venezuela; Interested mainly in large-volume, low cost items of universal usage by doctors and hospitals; requests replies in Spanish. Drocosca, C.A. (importer, manufacturer), Avenida Principal de Boleita, Aptdo. 6466, Caracas. WTD 12/24/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

386 Photographic Equipment

● **NEW ZEALAND**—Five photocopy machines, enlarger for 35-mm. or 16-mm. microfilm, automatic continuous 35-mm. and 16-mm. film processor, film processing unit. Tender No. 1313, bid deadline noon Feb. 26. Government Printing Office, Waterloo Quay, Wellington. Tender specifications from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. 20036.

RHODESIA—Photographic equipment, sundries. Salisbury Pharmacy (Pvt.) Ltd. (importer, retailer, wholesaler), P.O. Box 3571, Salisbury. WTD 1/14/65.

391 Jewelry, Silverware, Plated Ware

AUSTRALIA—Jewelry, men's and women's, all ranges except rings, watches and solid gold articles, for women; brooches, pins, watch bands, ear-rings, necklets; for men: cuff-links, watch bands, tie bars, tie locks; direct purchase and agency. Jones Import & Export Trading Co., 40 King St., Sydney. WTD 1/19/65.

IRAQ—Silver trophies; requests replies from manufacturers only with price quotations c&f Basra; direct purchase and agency. Chander Stores (importer, agent, wholesaler, retailer), Al-Wathba Square, P. O. Box 140, Baghdad. WTD 11/28/64.

RHODESIA—Jewelry findings; jewelry fittings for semi-precious stones in rolled gold and sterling silver (settings and prongs); Direct purchase and agency. Watchmakers Supply Co. (Pvt.) Ltd. (wholesaler), P.O. Box 911, Salisbury. WTD 1/6/65.

393 Musical Instruments, Parts

AUSTRALIA—Musical instruments, other musical equipment for State of Victoria; direct purchase and agency. Lamberti Bros. Pty. Ltd. (importer, manufacturer, distributor), 364-368 Victoria St., North Melbourne, N.1, Victoria. WTD 12/18/64.

394 Toys, Amusement, Sporting Goods

CHILE—Industrial fishing equipment, all kinds. Direct purchase and exclusive agency. Amadeo Leon R. (importer), Rengo 1336, Casilla 1016, Concepcion. WTD 10/16/64.

FRANCE—Toys, all types, for infants, boys, girls; including stuffed animals, rubber and plastic articles, construction sets, mechanical and scientific toys; medium-priced, good quality. Requests replies in French from manufactures only, catalogues, price lists. Bimbeloteries du Sud-Ouest (wholesaler), 13 Blvd. de la Gare, Toulouse, Haute-Garonne. WTD 1/20/65.

SWEDEN—Toys, all kinds, including stuffed animals for children, games, comic articles. Sporting and camping equipment such as fishing poles and rods, camping furniture and equipment, tents and tent accessories. Direct purchase and agency. Requests replies from manufacturers. AB Sven Wollert (importer, sales agent), Drottninggatan 73 C, Stockholm. WTD 11/12/64.

TRINIDAD, W.I.—Games and toys, all types, except dolls and children's vehicles; requests replies from manufacturers. Direct purchase and agency. Hurdle & Smith (Commission agent), 16 St. Vincent St., Port of Spain. WTD 11/24/64.

395 Pens, Pencils, Office, Artists' Materials

SWITZERLAND—Felt-tipped pencils and markers. Iba Bern Ag (manufacturer, distributor), Schlaflistrasse 17, 3000 Bern. WTD 1/11/65.

396 Costume Jewelry, Novelties, Buttons, Notions

GERMANY—Metal and plastic press buttons; sew-on press buttons; other new dry-goods products. Requests replies from manufacturers only, quotations c.i.f. German or Dutch ports. Direct purchase or agency. Alfred Matthei & Sohn (importing distributor), 123g Maerkische Strasse, 56 Wuppertal-Barmen. WTD 1/8/65.

399 Manufacturing Industries

HONG KONG—Coin-operated juke box with television attachment; when a record is selected and played, singer appears simultaneously on television screen. China Overseas Trading Co., 502 Hing Wai Bldg., Queen's Rd. Central, P.O. Box 2620, Hong Kong. WTD 11/25/64.

ISRAEL—Umbrellas for men and women; requests catalogs, price lists. Direct purchase and exclusive agency. Eckmann Ltd. (importer, retailer), 85 Allenby Rd., P.O. Box 1019, Tel Aviv. WTD 1/12/65.

SWEDEN—Leather or plastic gift articles, all kinds, inexpensive; other inexpensive articles for advertising purposes. Direct purchase and agency. Requests replies from manufacturers. AB Sven Wollert (importer, sales agent), Drottninggatan 73 C, Stockholm. WTD 12/11/64.

SWITZERLAND—Advertising novelties, all types, except paper. Michel Sarrasin, 2 Caroline, 1000 Lausanne. WTD 1/11/65.

THAILAND—Shampoo dispensers, for beauty shops. Direct purchase and agency. Tavasin Ltd. Partnership (importer, distributor), 920/6 New Road, Talad Noi, Bangkok. WTD 8/13/64.

TRINIDAD, W.I.—Religious statues, calendar pictures; requests replies from manufacturers. Direct purchase and agency. Hurdle & Smith (commission agents), 16 St. Vincent St., Port of Spain. WTD 11/24/64.

505 Farm Products, Raw Materials

ITALY—Raw untanned ovine skins. Conceria Abruzzese Pelli di A. Luciani (tanner, dyer), Via Molino di Canosa, Chieti Scalo. WTD 1/25/65.

UAR extends bid deadline

The Electrification General Administration of the UAR's Ministry of Electric Power has extended the bid deadline for tender No. 50 from Feb. 4 to Feb. 25. (INTERNATIONAL COMMERCE, Dec. 28, 1964, p. 31).

A copy of the tender document and specifications is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

VHF/FM radio-telephone units sought by Greece

The Hellenic Telecommunications Organization, Ltd., has issued tender No. 6374 calling for the supply of 36 VHF/FM radio-telephone units.

Each unit will consist of a transmitter, receiver, directional antenna and accessories, terminal device and power supply.

The equipment, intended for inter-island communication, should be transistorized, of robust construction, designed for simple operation, and should operate in the 141-174 Mc/S band.

Bid deadline is March 23.

Loan copies of the bid documents are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Addenda on dam construction tender issued by Canada

The British Columbia Hydro & Power Authority has issued addenda Nos. 4, 5 and 6 to specifications for the construction of Arrow Dam, one of three to be built in British Columbia under the terms of the Columbia River Treaty between Canada and the United States. (INTERNATIONAL COMMERCE, Dec. 14, 1964, p. 26; COMMERCE BUSINESS DAILY, issue No. PSA-3717, Jan. 8, 1965, and issue No. 3695, Dec. 7, 1964).

Copies of the addenda are available for review only in Rm. 4014, Building Materials & Construction Industries Division, BDSA-6460, Department of Commerce, Washington, D.C., 20230.

Copies of the contract documents, "Form of Tender," including amendments, are available on a short term loan basis to U.S. firms from this Division. Telephone: 202-967-3601.

Canada to build power plant

The British Columbia Hydro & Power Authority, Vancouver, British Columbia, is inviting bids on the construction of a Portage Mountain power plant and for related facilities at the Peace River hydroelectric project.

Bids will be opened 2 p.m., April 6.

The contract also calls for major earth excavation, various surface works, underground rock excavation, the supply of necessary construction materials and installation of mechanical equipment.

Tender documents can be purchased from, or are available for inspection at, the British Columbia Hydro Authority.

Copies of a British Columbia press release are available to interested firms located in the U.S. from the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

Greece extends bid deadline

The Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens, Greece, has extended the bid deadline for three 5-motor scrapers with 7½ cu. yd. capacity, from Nov. 11 to March 5. (INTERNATIONAL COMMERCE, Oct. 19, 1964, p. 33).

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, Tree Nut, Vegetable Farms

FINLAND—Fresh fruits, vegetables; requests full details, prices, terms. Trames Oy (commission agents), Aleksanterinkatu 48 B, Helsinki. WTD 12/18/64.

200 Food

★★ GREECE—Trade Mission

Canned meat; frozen fish; beef; eggs; milk, solid, liquid; sweet, unsweetened, butter; wheat flour; rice; dried beans; wheat; barley; soybeans. Mr. A. Marakas, Gregoire S. Condouzoglou (agent), Klitiou 8, Athens. WTD 1/26/65. TM-23/26.

201 Meat Products

PAPUA & NEW GUINEA—Smoked, canned products; frozen meat, poultry. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

202 Dairy Products

PAPUA & NEW GUINEA—Cheese; powdered milk; frozen desserts. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

203 Canning, Preserving Foods

PAPUA & NEW GUINEA—Canned fruits, vegetables, sea foods; preserves, jams, jellies; dehydrated fruits, vegetables; pickled fruits, vegetables; vegetable sauces; seasonings; salad dressings; frozen fish, fruits; fruit juices; vegetables. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

204 Grain Mill Products

PAPUA & NEW GUINEA—Flour; cereals; rice; other grain mill products. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

205 Bakery Products

PAPUA & NEW GUINEA—Biscuits, crackers, pretzels, other bakery products. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Papua. WTD 7/31/64.

207 Confectionery

PAPUA & NEW GUINEA—Candy, confectionereis, chocolate. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

208 Beverage Industries

FRANCE—Flavoring extracts for carbonated beverages. Ste Daniel Blayn & Cie (manufacturer, importer, dealer), 60 Ave. du General Leclerc, Maisons-Alfort (Seine). WTD 9/22/64.

PAPUA & NEW GUINEA—Wines, brandy, liquors, soft drinks, carbonated waters, flavoring extracts, sirups. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

209 Food Preparations

PAPUA & NEW GUINEA—Table oils; spaghetti; coffee, miscellaneous food specialties. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

224 Narrow Fabrics

PAPUA & NEW GUINEA—Braids, trimmings, tapes, cords, for draperies. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

226 Yarns

★★ GREECE—Trade Mission

Tops, yarns; wools, synthetic, mixed. Mr. Spiros Adamis (agent), Voulis 7-10, Athens 125. WTD 1/25/65. TM 4.

228 Yarn, Thread Mills, Products

PAPUA & NEW GUINEA—Threads for sewing, crocheting, darning, embroidering. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

229 Textile Goods

FRANCE—Imitation leather, artificial skins for manufacturing clothes, shoes, luggage, handbags. Marcel Theophile (manufacturers' agent), 12 Rue de Hongrie, Graulhet, Tarn. WTD 1/28/65.

230 Apparel

PAPUA & NEW GUINEA—Men's suits, coats, overcoats, shirts, nightwear, underwear, neckwear, work clothing, trousers, slacks, hats and caps; women's hats, caps, millinery products, blouses, dresses, suits, skirts, coats, underwear, nightwear. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

233 Women's, Misses', Juniors' Outerwear

★★ GREECE—Trade Mission

Wearing apparel, ready made, for children and women. Spiros Adamis (agent), Voulis 7-10, Athens 125. WTD 1/25/65. TM 5.

239 Fabricated Textile Products

NEW ZEALAND—Slipcover fabrics; curtain or drapery fabrics of linen. Mr. D. G. Wilson, Norman G. Henley Ltd. (manufacturers' representatives), P.O. Box 317, Wellington. WTD 8/20/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Plywood, all grades. Direct purchase and agency. Les Contreplaques Fontvieille (manufacturer, importer, dealer), Rue du Marechal Leclerc, Dunkerque, Nord. WTD 9/24/64.

251 Household Furniture

BELGIUM—Metal bathroom cabinets, all types. Marcel Ferrand (importer, agent), 152 Rue de l'Hotel des Monnaies, Brussels 6. WTD 1/28/65.

271 Newspapers

KENYA—Newspapers, used or overissued, large size, packed in bales of 100 or 50 lb.; large quantities. Interested in agency on commission basis. Nandlal Gordhandas (manufacturers' representative, importer, exporter), P.O. Box 806, Kisumu. WTD 10/7/64.

280 Chemicals

FRANCE—Special raw building materials, crude chemical ingredients or basic products for modern industries (plastics, others), including additives for concrete and mortar; water-proofing; insulating; binding; hardening; antifreezing materials; plasticizers; silicones; elastomers; adhesives; bituminous emulsions; other new products. Agency for southwest France. Requests replies in French from manufacturers only. Societe Les Produits de l'Industrie Moderne (S.P.I.M.) (wholesalers, sales agents, dealers), 17 Blvd. Riquet, Toulouse, Haute-Garonne. WTD 1/15/65.

281 Industrial Chemicals

GERMANY—Chemical additives for textile industry. Agency representation for Germany. Requests quotations f.o.b. New York. B. Herbert Vollrath (wholesaler, sales agent), 11 Mainzerstrasse, P.O. Box 60, 6238 Hofheim/Ts. WTD 1/28/65.

282 Synthetic Materials

FINLAND—Chemicals, raw materials, used for manufacture of plastics products; requests descriptive literature, price lists, from manufacturers only. Oy Max Aue Ab (commission agents), Bernhardinkatu 7 A 1, Helsinki. WTD 1/28/65.

283 Drugs

THAILAND—Patent medicines, all kinds; requests replies from manufacturers, catalogs, price lists. Newfoundland Pharmaceutical Co., Ltd. (importer, distributor), 922-924 Petchburi Rd., Pratunam, Bangkok. WTD 9/25/63.

285 Paints, Varnishes, Lacquers, Enamels

ITALY—Washable and synthetic paints, except nitrocellulose lacquers. Comm. Vittorio Ferrua (manufacturer), Via XX Settembre 18, Torino. WTD 8/6/64.

286 Gum, Wood Chemicals

FRANCE—Tanning materials. Marcel Theophile (manufacturers' agent), 12 Rue de Hongrie, Graulhet, Tarn. WTD 1/28/65.

289 Chemical Products

★★ GREECE—Trade Mission

Building specialties: waterproofing compounds, masonry repair compounds, glass fiber cloth for waterproofing, wall coverings, vinyl asbestos, floor tiles, epoxy resins for patching. Gregory Kazakis, Kosmik, Ltd. (representative), 4b Klitiou, Athens 123. WTD 1/25/65. TM 22.

322 Glass, Glassware

AUSTRIA—Fire-resistant cooking glassware. Technosan—Ing. Otto Wanjek (importer, manufacturers' agent), Erlerstrasse 17/II, Innsbruck, Tyrol. WTD 1/21/65.

★★ GREECE—Trade Mission

Undecorated glassware for everyday table, kitchen use. D. Vellis & Son (wholesaler), 5 Monastiraki Square, Athens. WTD 1/25/65. TM 37.

335 Rolling, Drawing, Extending of Nonferrous Metals

★★ GREECE—Trade Mission

Plain, printed aluminum foil. Alexander Tsakpinoglou, Al. Tsakpinoglou (agent), Klisthenous 15, Athens 112. WTD 1/26/65. TM 28.

342 Cutlery, Hand Tools, General Hardware

ITALY—Engraver's hand tools for use on copper, zinc, linoleum, wood. Comm. Vittorio Ferrua (manufacturer), Via XX Settembre 18, Torino. WTD 8/6/64.

PAPUA & NEW GUINEA—Builders', automotive, general hardware; dressmaking scissors. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

343 Heating Apparatus, Plumbing Fixtures

BELGIUM—Fittings for bathtubs, lavatories, period style in brass or copper; small period style lavatories. Marcel Ferrand (importer, agent), 152 Rue de l'Hotel des Monnaies, Brussels 6. WTD 1/28/65.

GERMANY—Convectors, sections of galvanized steel, copper, brass, or aluminum; steel or cast iron radiators and sections; bathtubs, bidets, cast iron enameled; wash basins. Requests replies in German from manufacturers only, quotations c.i.f. German or Dutch ports. Herbert Krueger (agent, distributor), 162 Heintzmannstrasse, 463 Bochum. WTD 1/11/65.

ITALY—Sectional type cast iron boilers, radiator for residential heating, maximum capacity 4,000 b.t.u. Impresa di Riscaldamento Albino Gozzelino (heating contractor), 95 Via Paolo Piacentini, Torino. WTD 10/9/64.

NETHERLANDS—Gas-fired water heating units for central heating and other household purposes, suitable for: Manufactured gas, max. press. 3" WG, min. 2" WG, appr. 450 BTU/cu. ft.; coke-gas ("K"), press. 3" WG, appr. 500 BTU/cu. ft.; natural gas (III), press. 12" WG, approx. 1000 BTU/cu. ft.; natural gas ("A"), Press. 10" WG, appr. 900 BTU/cu. ft. Most inexpensive types only. Exclusive distribution in Benelux countries. Requests replies from manufacturers, prices c.i.f. Rotterdam. Apparatenfabriek Warmte Bouw N.V. (manufacturer, distributor), 18 Kapelstraat or P.O. Box 7, Beek en Donk. WTD 1/26/65.

352 Farm Machinery

FRANCE—Grain, seed cleaners; graders, samplers, or triers; winnowing machines, modern types, for farmers and agricultural cooperative establishments. Requests replies from manufacturers only. Agency and distributorship for France or section thereof. Etablissements Andre Biscara et ses Enfants (manufacturers), L'Eau Barree (B.p. 18), Niort, Deux-Sevres. WTD 1/27/65.

PAPUA & NEW GUINEA—Agricultural implements, machinery, tractors. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

353 Construction, Mining, Materials Handling Machinery

GERMANY—Modern safety devices for materials handling equipment, shipbuilding and machinery manufacturing industries; requests replies in German. Georg Reimer (sales agent), 3a Hofweide, 205 Hamburg-Bergedorf. WTD 1/22/65.

PAPUA & NEW GUINEA—Contractors' and industrial tractors; earthmoving equipment. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

354 Metalworking Machinery

PAPUA & NEW GUINEA—Workshop machinery, all types. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

355 Special Industry Machinery

CHILE—Interested in representing manufacturers of food processing equipment. Jaime Colomer Urrutia (manufacturer, sales agent), Bandera 227, Casilla (P.O. Box) 3941, Santiago de Chile. WTD 1/20/65.

FRANCE—Liquefying apparatus for nitrogen, hydrogen, helium. L'Instrumentation Scientifique (importer, commission merchant), 84 Rue Gambetta, Courbevoie (Seine). WTD 9/11/64.

GERMANY—Machines for textile industry. Interested in agency representation for Germany. Requests quotations f.o.b. New York. B. Herbert Vollrath (wholesaler, sales agent), 11 Mainzerstrasse, P.O. Box 60, 6238 Hofheim/Ts. WTD 1/28/65.

SPAIN—Presensitized lithographic plates; similar printing equipment. Luis Mas Nieto (importer), Caspe 69, Barcelona 13. WTD 11/10/64.

Offset, letter, rotogravure presses; accessories; complementary equipment for printing, reproduction. Luis Mas Nieto (importer), Caspe 69, Barcelona 13. WTD 11/10/64.

356 General Industrial Machinery, Equipment

ITALY—Sprayers, operated by small electric motor. Comm. Vittorio Ferrua (manufacturer), Via XX Settembre 18, Torino. WTD 8/6/64.

358 Service Industry Machines

BELGIUM—Water softeners, purifiers. Marcel Ferrand (importer, agent), 152 Rue de l'Hotel des Monnaies, Brussels 6. WTD 1/28/65.

FRANCE—Small equipment, tools, accessories, portable electric machines, light-duty floor scrapers, sanders, polishers, grinders for concrete surfaces, other implements, suitable for utilization with 220-v., 50 cycle, 3-phase alternating current. Agency for southwest France. Requests replies in French from manufacturers only. Societe Les Produits de l'Industrie Moderne (S.P.I.M.) (wholesaler,

agent, dealer), 17 Blvd. Riquet, Toulouse, Haute-Garonne. WTD 1/15/65.

Automatic, very small, ice cube makers (⅞" high, 2" wide, 2" deep) to produce from 20 to 50 lb. ice cubes daily. Societe S.I.M.A.C. (importer), 11 Ave. de l'Opera, Paris 1er. WTD 8/24/64.

PAPUA & NEW GUINEA—Industrial refrigeration machinery. Mr. B. C .Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

363 Household Appliances

AUSTRIA—Deep freezers, 50 liters, temperature adjustment in two and more steps; small refrigerators; electrical ironing equipment, dishwashers for household use; electrical household equipment in general; cooking ware for electrical cooking ranges. Technosan-Ing. Otto Wanjek (importer, manufacturers' agent), Erlerstrasse 17/II, Innsbruck, Tyrol. WTD 1/21/65.

BELGIUM—Air purification units. Cegeac S.A. (importer), 13 Rue de Brederode, Brussels. WTD 12/4/64.

ENGLAND—Small, medium-priced domestic electrical appliances, preferably new to U.K. market, such as electric tooth-brushes, lighting fittings, dimmers, convector heaters, for sale through electrical wholesalers, hardware wholesalers, motor factors, chain stores. Antiference Ltd. (manufacturer, exporter), Bicester Road, Aylesbury, Buckinghamshire. WTD 2/3/64.

PAPUA & NEW GUINEA—Household refrigeration machinery. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

THAILAND—Electrical plugs, sockets, switches, fluorescent lamp accessories, electric iron accessories. Sampanthamitr Co., Ltd. (importer, distributor), 257 Corner Songwad/Rajawongse Rd., Bangkok. WTD 6/23/64.

372 Aircrafts, Parts

FRANCE—Aircrafts, civilian, light-duty, all types, principally small tourism airplanes (below 300 hp. in power); aircraft replacement parts, components, accessories. Requests replies in French from manufacturers only. Robert Degout (agency), 6 Ave. de Poitiers, Liguge, Vienne. WTD 1/21/65.

373 Ship Building, Repairing

NETHERLANDS—Dredge components, such as dredge pumps, hydraulic equipment, drives and couplings, winches, sleeves, ball joints. Desires exclusive agency for European countries. West Europesche Import & Exportonderneming Werimex N.V. (sales agent, importer), 5a Zuider Stationsweg, Bloemendaal. WTD 7/13/64.

381 Engineering Laboratory, Scientific, Research Instruments

CHILE—Interested in representing manufacturers of laboratory and chemical equipment, scientific instruments. Jaime Colomer Urrutia (manufacturer, sales agent), Bandera 227, Casilla (P.O. Box) 3941, Santiago de Chile. WTD 1/20/65.

FRANCE—Aerial navigation systems, devices; aircraft control and guiding instruments, modern types, suitable for small planes. Requests replies in French from manufacturers only. Robert Degout (sales agent), 6 Ave. de Poitiers, Liguge, Vienne. WTD 1/21/65.

395 Pens, Pencils, Office, Artists' Materials

ITALY—Artists' oil paints, tempera, water colors. Comm. Bittorio Ferrua (manufacturer), Via XX Settembre 18, Torino. WTD 8/6/64.

396 Costume Jewelry, Novelties, Buttons, Notions

PAPUA & NEW GUINEA—Buttons, fasteners, needles, pins, zip fasteners; tape measures. Mr. B. C. Goodsell, General Manager, Burns Philp (New Guinea) Ltd. (merchants, general agents), P.O. Box 75, Port Moresby, Papua. WTD 7/31/64.

505 Farm Products, Raw Materials

FRANCE—Raw skins for manufacturing clothes, shoes, leather goods. Marcel Theophile (manufacturers' agent), 12 Rue de Hongrie, Graulhet, Tarn. WTD 1/28/65.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless marked otherwise.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Venezuela, Dec. '64.

American Firms, Subsidiaries and Affiliates—Brazil.

American Firms, Subsidiaries and Affiliates—Dominican Republic.

American Firms, Subsidiaries and Affiliates—Hong Kong.

American Firms, Subsidiaries and Affiliates—Panama.

American Firms, Subsidiaries and Affiliates—Switzerland, Dec. '64.

Chemical Importers and Dealers—Italy.

Cooperage and Containers Importers and Dealers—Thailand.

Curios, Novelties and Handicrafts Manufacturers and Exporters—United Arab Republic.

Electronic Equipment for Home Entertainment, Phonograph Record, and Pre-Recorded Magnetic Tape Importers, Dealers and Manufacturers—Belgium, Dec. '64.

Electronic Equipment for Home Entertainment, Phonograph Record and Pre-Recorded, Magnetic Tape Importers, Dealers and Manufacturers—Hong Kong, Dec. '64.

Electronic Equipment, Electron Tube, and other Electronic Components and Accessories Importers, Dealers and Manufacturers—The Netherlands, Dec. '64.

Electronic Equipment, Electron Tube, and other Electronic Components and Accessories Importers, Dealers and Manufacturers—Norway.

Iron and Steel, Nonferrous Metals and Building Materials Importers and Dealers—Brazil, Dec. '64.

Iron and Steel, Nonferrous Metals and Building Material Importers and Dealers—Israel.

Laundry and Dry Cleaning Industry—Philippines.

Machinery, Equipment and Supplies, Electrical Importers and Distributors—Hong Kong.

Machinery and Equipment, Except Electrical Importers and Distributors—Denmark, Dec. '64.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Morocco, Dec. '64.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Republic of South Africa.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Trinidad and Tobago.

Mining Companies and Exporters of Ores—Costa Rica, Dec. '64.

Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Pakistan, Dec. '64.

Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Peru.

Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Tunisia, Nov. '64.

Plastic Materials Importers, Dealers and Manufacturers—Sweden, Dec. '64.

Printers, Lithographers, Engravers and Publishers—El Salvador.

Provision Importers and Dealers—Dominican Republic.

Sporting Goods, Toy and Game Importers and Dealers—France, Dec. '64.

Textile Industry—Colombia, Dec. '64.

Australia needs equipment for tunnel; bids requested

The Comptroller of Stores, Snowy Mountains Hydro-Electric Authority (SMA), P.O. Box 332, Cooma North, N.S.W., has issued a tender for the design and manufacture of a 10-ft. diameter butterfly valve, three 3-ft. drainage valves, stub pipes, and control equipment.

The equipment will be installed under the contractor's supervision in the Jindabyne tunnel which is located about 45 miles from Kooma in New South Wales.

Engineering conditions and specifications are available for $2.25 from The Comptroller of Stores.

Bid deadline is May 21.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Graham B. Keys, Chartered Engineer & Manager, representing Nuclear & Electrical Division, Swift & Co., Ltd., 149-155 Milton St., Ashfield, N.S.W., interested in meeting with officials of manufacturing firms of **nuclear engineering equipment** and **related instrumentation with view to establishing technical representation for Australia and New Zealand**; will entertain proposals involving **joint venture or licensing arrangements**; will also confer with established principals in the U.S. and elsewhere in course of round-the-world business trip. April 5 for ten days, via Los Angeles. c/o Department of Commerce Field Offices in cities listed in itinerary: Los Angeles (2 days); Chicago, Cleveland, Boston, (1 day each); New York (2 days). Will be in Boston about April 19; and will spend about 10 days in Canada. WTD 1/28/65.

AUSTRIA—Gustav A. Steiner, representing Brueder Steiner, silk manufacturing Co., 21 Westbahnstrasse, Vienna VII, interested in **textile and knit fabrics** of all kinds. Requesting technical information with view to discussing licensing arrangement for manufacture in Austria. April 26 for two weeks, via Idlewild Airport, New York. c/o Kate Perger, 1212 Fifth Ave., New York, N.Y. Itinerary: New York, for one week; Washington, D.C.; the South (tentative).

CHILE—Jaime Colomer, representing own firm, Bandera 227, Santiago. From Jan. 25 to end of Feb.: The Canning Club, 1 Hamilton Place, London, W. 1, England. **Interested in representing a firm of consultant engineers,** specialized in projecting, equipping, enlarging, and modernizing plants for chemical and food industries. **Requesting technical information on grape syrup production for Chile, with view to export** to the U.S. and Europe. Preference for an actual manufacturer or distributor. Arriving first week of March for two weeks, via New York. c/o Chilean Consulate, New York, N.Y. Itinerary: New York and other cities suggested by Department of Commerce Field Office. WTD 9/5/63.

INDIA—Vasant C. Shah and P. N. Sehgal, representing United Export Link, India, Laxmidwar, Subhas Lane, Malad, Eqst, Bombay 64, interested in **contacting U.S. importers of plastic bangles, novelties, jewelry.** Feb. 15 for one month, via San Francisco. c/o Indian Consulate General, San Francisco, Calif. Itinerary: Honolulu; San Francisco; Los Angeles; Miami; Dallas; Chicago; Detroit; Washington, D.C.; New York.

PAKISTAN—Mian Manzoor Ahmed, representing Alpha Mian & Co., 4 Nicholson Rd., Lahore, West, interested in purchasing **scientific, surveying, drafting, measuring instruments.** Third week of Feb., for one month, via San Francisco. c/o Pakistan Consulate, 12 East 65th St., New York, N.Y. Itinerary: San Francisco; Los Angeles; Chicago; Washington, D.C.; New York; Hawaii. WTD 6/6/63.

SOUTH AFRICA—Morris Hoffman, representing Morris Motors, 45 Prince George Ave., Brakpan, Transvaal, interested in **electrical, hardware and engineering lines** or anything having a business potentiality. April 16 for 30 days, via New York. c/o U.S. Department of Commerce Field Office, 61st Floor, Empire State Bldg., New York, N.Y. Itinerary: Detroit; Chicago; Washington, D.C. WTD 1/25/65.

Leads for Importers

Commodities are offered direct unless specified.

239 Fabricated Textile Products

FRANCE—Dogs' winter coats, wool, equipped with Velcro fasteners; various types, sizes, models. Quantity available for exportation: 5000 articles per month. Direct sales or through agents. Fabrique de Bonneterie B B (manufacturers, exporters), Le Pont-a-la-Chatte, Bonnat, Creuse. WTD 1/29/65.

243 Millwork, Veneer Plywood, Prefabricated Structural Wood Products

SWEDEN—Wishes to export teak veneer to manufacturer of fancy plywood for doors, panels. Faner AB Mjolby Intarsia (importer, exports, manufacturer), Box 47, Mjolby. WTD 1/7/65.

328 Cut Stone, Stone Products

★★ GREECE—Trade Mission

Marble slabs, in pieces of various sizes joined into solids slabs; sizes available, 20″ x 20″ and 16″ x 16″, about 1″ thick. George Tsakonas, Corondum Industries Co. Ltd., 40 Solonos, Athens 135. WTD 1/26/65.

352 Farm Machinery, Equipment

FRANCE—Winnowing machines, related farm equipment from light to heavy-duty products, including machines for utilization by agricultural cooperative organizations, such as grain and seed samplers, triers; sorters, sifters, cleaners, including exhaust or suction-type units; screening and bagging machines, wood or metal; ventilators and other categories; other equipment and attachments for farm and industrial uses such as grain elevators, including screw-type apparatus. Trefoil and lucerne dedoddering, screening and cleaning machines; coffee hullers, polishers, cleaners. Photographs, descriptive literature in French, available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Etablissements Andre Biscara et ses Enfants (manufacturers), L'Eau Barree (Boite Postale 18), Niort, Deux-Sevres. WTD 1/27/65.

356 General Industrial Machinery

FINLAND—Submersible pumps, self-priming centrifugal pumps, vertical sump pumps for drainage or sewage use. Manufacturer seeks qualified agents. Descriptive literature, price lists available. Oy E. Sarlin Ab, Yrjonkatu 30, Helsinki. WTD 6/22/64.

371 Motor Vehicles, Motor Vehicle Equipment

SPAIN—Association of six Spanish manufacturers of parts for internal combustion engines, parts for motor vehicles and other automotive equipment would like to appoint an exclusive agent for the U.S., with a view to exporting its products to the U.S. market. Automotriz Exportadora, S.A. (manufacturer, exporter), Puerta del Sol No. 13, Madrid. WTD 1/28/65.

SWEDEN—Steering wheel covers; automobile gloves, map-reading lamps with built in magnifiers; knobs of fine woods for gear sticks. Americano Enterprises (importer, exporter, wholesaler, manufacturer, sales agent), Agatan 4, Linkoping. WTD 12/15/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SWEDEN—All kinds of pressure gages. Ingenjorsfirman Stig Wahlstrom (importer, exporter, manufacturer, sales agent), Box 52, Farsta. WTD 7/22/64.

Ceylon issues tender for identity card needs

The Chairman, Tender Board, Ministry of Defense & External Affairs, P.O. Box 572, Colombo, has issued a tender for paper, plastic, laminating presses, die cutters, and other equipment to produce up to 12 million identity cards.

Bid deadline is March 31.

Copies of the tender are available from The Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Saudi Arabia seeks bids on construction of road

The Ministry of Communications of Riyadh is inviting bids from prequalified firms for the construction of about 47 miles of the Mecca Bypass Road.

Tender documents are available until March 2, upon payment of $222.22; a bank guarantee of $1,111.11 is to be submitted with document purchase orders.

In case identical bids are submitted to the Financial Administration, the Ministry will prefer local contractors and U.S. firms having local partners.

Construction Projects

Reports from overseas on late building and construction

ECUADOR—(100 sucres = $5.55). Committee on Tenders of Ministry of Public Works has issued an invitation to national and foreign road construction companies to submit applications for pre-qualification if they wish to be considered in a later invitation to tender on the **construction, paving and/or repair of approx. 130 km. of road.**

Three separate projects are involved: a 43-km. section between Santo Domingo de los Colorados and La Concordia on the Santo Domingo to Esmeraldas highway; a 41 km. section between La Concordia and Quinide on the same road; a section of more than 45 km. on the Santo Domingo to Bahia highway between Chone and Flavio Alfaro.

Work involves: for the 43 km. section new construction, including earth moving, on about 15 km., completion of previous basic work on 28 km., drainage work, landscaping, laying of sub-base, base and superficial double bitumen paving over entire length; for the 41 km. section new construction of about 15 km., completion of 26 km., drainage, landscaping, laying of sub-base, base, superficial double bitumen paving for entire length; for the 45 km. section, repair of minor drainage structures, cleaning of lateral drains, landslide removal, reworking side-slopes, reconstruction of fills, reconstruction and packing of existing sub-base and laying of additional sub-base, laying of a cement-stabilized base, laying of superficial double bitumen paving.

U.S. firms interested in being pre-qualified to bid on one or more of these projects should submit a petition in Spanish, in a single sealed envelope to the Comite de Licitaciones del Ministerio de Obras Publicas, Ministerio de OO. PP., Quito, Ecuador, prior to 3 p.m. on March 1.

Pre-qualification petition should include: complete name of petitioner, names of executive representatives, petitioner's domicile; list of similar works or projects performed by petitioner which have been satisfactorily completed, with authenticating documents; list of available equipment showing its uses and its location; names and background data on supervisory personnel; bank and commercial references, indicating financial solvency of petitioner.

IRAQ—(1 dinar = $2.80). The Directorate General of Industrial Design & Construction has contracted with two European firms for consulting services on the proposed **woolen textile mill** at Nasiriya which is situated on the Euphrates River northwest of Basra. The consultants are: Ingenieurburo Rhein/Ruhr GmbH, Burgwall St. 5, Dortmund, Germany; Cia d'Engineering et de Planification Industrielle Economique et Commerciale, 8 Passage Doisy, Paris, France.

Estimated cost of the project is ID7,050,000. Plant is to produce 24,000,000 sq. meters annually of worsted cloth, woolen suiting cloth, woolen blankets, knitting yarns. Iraqi wool will be utilized. Project will consist of a **production hangar, administration building, social facility buildings, workshops, garages, water purifying plant,** sewage plant, power supply installation.

Consultants' work will be divided into three stages. First stage consists of preliminary investigation, field investigation, preparation of detailed economic study. A report will be prepared for the Ministry at completion of this stage, and if the project is deemed feasible, the consultants will proceed with stage 2 (project engineering and supervision of construction) and stage 3 (supervision of operation and maintenance). Consultants are to complete first stage within five months of signature of contract.

JAPAN—(1000 yen = $2.77). A $25 million World Bank loan was made to the Electric Power Development Co. Ltd. (EPDC) to help finance **two hydroelectric power plants,** combined capacity 274,000 Kw. Power from the plants will be fed into interconnected system which serves central part of country, the fastest growing industrial region in Japan.

EPDC, Government corporation established in 1952 to develop special power sources and to sell power to private power companies, has in its 12 years of existence built and operated 31 power stations with an installed capacity of approx. 2.5 million Kw., and has constructed about 1,125 circuit-miles of transmission lines to connect its stations to private companies' power systems. It is now building plants with a combined capacity of 1.7 million kw.; its construction program forms part of an overall development plan for the Japanese power industry.

Project assisted by current loan consists of construction of two hydro power stations, a 220,000 kw. pumped-storage station with associated dam and reservoir at Nagano, and a 54,000 Kw. conventional type station at Yugami.

The Nagano station, key installation in the plan, will be a combined seasonal-storage and pumped-storage project. A 128-meters high rock-fill dam will be constructed on the Kuzuryu River to create a reservoir with a capacity of 233 million cu. meters. Plan calls for other facilities, including a run-off of the Itoshiro River and a third power station to be built by a privately owned power company.

World Bank will contribute about 27% of the 33.3 billion yen ($92.5 million) total estimated project cost.

MALAYSIA—(M$100 = $32.68). A M$30-million **flour mill** is now under construction at the town of Lumut, near Ipoh (State of Peak). Mill is expected to be in operation by 1966.

SOUTH AFRICA—(R1 = $1.40). A new eight mile **arterial road** plan which will extend from downtown Johannesburg to the Native Township in Soweto has been approved by the Minister of Bantu Administration & Development.

The project, estimated by the Engineering Dept. of the Johannesburg City Council to cost R2.31 million, is expected to be open for tenders during the early part of 1966. Detailed planning is being done by a local consulting engineering firm. Road will include two lanes, bicycle track, bridges, grade separations at road and railway intersections.

Mr. B. L. Lofell, City Engineer, has informed the U.S. Consulate General in Johannesburg that he would be interested in hearing from U.S. construction companies if this project was of interest to them. He reiterated the importance of U.S. companies associating with South African firms because they are acquainted with local labor conditions and know where materials can be obtained. Write: Mr. B. L. Lofell, City Engineer, Engineering Dept., Johannesburg, Republic of South Africa.

SYRIAN ARAB REPUBLIC—(1 S£ = 26¢). Ministry of Communications has signed a contract with two French firms (unidentified) to prepare studies of **proposed Damascus-Aleppo-Raqqa autostrade (expressway),** and later, for construction and supervision of an estimated 600 km. highway. Funding for $8.5 million-project was extended in 1963 by the International Development Association.

THAILAND—(100 baht = $4.80). Dept. of Highways has signed a contract with the British firm, T. P. O'Sullivan, for a two-year overall advisory service covering **highways** planning, survey and design, construction and maintenance. Firm will also advise on the training of technical personnel in Thailand and abroad. The contract will be paid for out of the World Bank's $25 million loan. **Write:** Thailand Highway Dept., Ministry of National Development, Sri Ayuthya Rd., Bangkok, Thailand.

Dept. of Highways has announced that prequalification for bids on Thai highway construction projects to be carried out in 1965 should be made by interested contractors on or before Feb. 28. The Department is expected to invite qualified contractors early this year to bid on new highway construction and improvement of highway sections in the North, Northeast and South. Projects consists of an approx. total of 1000 km. of asphalted roadways with bridges, miscellaneous structures and other incidental work. Length of the construction sections will vary according to circumstances and may attain 100 km. Construction periods will be scheduled for two years.

The following requirements for bonds will probably be specified in the invitations to bidders: Bid Bond 5%; Performance Bond, 10%; Payment Bond 10%. Bidding will be limited to qualified contractors in member countries of the International Bank for Reconstruction & Development. Contractors who may have recently submitted qualification data to the Dept. of Highways are requested to file again.

Write: Department of Highways, Ministry of National Development, Sri Ayuthya Rd., Bangkok.

A copy of the "Contractor's Construction Qualifications Data Sheet" is available to U.S. firms from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

ZAMBIA—(1£ = $2.80). The Minister for Information & Postal Services, Mr. P. W. Matoka, has announced that the contract for a **microwave link** between Lusaka and Copperbelt was awarded to General Electric Ltd. of Coventry, England. Link will bring television to the cities of Broken Hill and the Capital, Lusaka, and will also increase ultimate capacity of additional telephone circuits to 960.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Basic Data on the Economy of New Zealand. OBR 64-118. 20pp. Outlines the structure of the economy, the various industrial sectors, the labor force, the financial structure, foreign trade, the Government's role in the economy, and attempts to predict the economy's future behavior.

Basic Data on the Economy of Chile. OBR 64-138. 24 pp. Contains the same general categories of information as OBR 64-118, above.

Market Factors in Yugoslavia. OBR 64-140. 8pp. Describes the scope and nature of the Yugoslav market, the Government's role as a competitor, the U.S. share of the overall market, and gives a market analysis for selected commodities, including construction, food processing and packaging equipment.

Market Factors in Belgium. OBR 64-142. 14pp. Contains the same general categories of information as OBR 64-140, above.

Establishing a Business in Switzerland. OBR 64-143. 18pp. Describes the investment climate, Swiss legislation governing investment, permissible forms of business organization, industrial property protection available, labor legislation and organization, applicable taxes, the availability of local capital, basic economic facilities, and investment information services.

Foreign Trade Regulations of Cambodia. OBR 65-2. 7pp. Summarizes Cambodia's trade policy, import traiff system, sales and other internal taxes, required documentation and fees, labeling and marking requirements, special customs provisions, nontariff import controls, Cambodia's export controls, and U.S. controls affecting trade with cambodia.

Foreign Trade Regulations of Indonesia. OBR 65-3. 11pp. Contains the same basic categories of information as OBR 65-2, above.

Market Information on Photographic Products in Japan. OBR 65-4. 3pp. Reviews Japan's production of cameras, projectors, parts and accessories; output of photographic film, paper and plates; domestic sales; exports and imports.

Market Factors in Greece. OBR 65-5. 7pp. Contains the same basic categories of information as OBR 64-140, above.

The Japanese Motion Picture Industry. OBR 65-6. 3pp. Gives the outlook for imports of motion pictures into Japan, lists import duties and quotas, regulations for remittance of earnings, Japanese motion picture output, distribution channels, movie attendance, admission taxes, and Japanese motion picture exports.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Overseas Licensing: What You Should Know.* Walter H. Diamond. (Article) *Sales Management*, New York. pp. 29-31. 75¢ per issue.**

Brief discussion of variances in conditions for licensing of U.S. property rights throughout the world. Points out need for investigating foreign governmental regulations and divergencies in tax rates in the nine international trading areas. Gives rate of royalty taxes charged by individual countries.

Write: Sales Management, 630 Third Ave., New York, N.Y. 10017.

***Development Policy and Regional Trading Arrangements: The Case of Latin America.* Joseph C. Mills. (Article) *Economic Development and Cultural Change*, U. of Chicago Press. pp. 56-68. $1.75 per issue.**

Theories of economic development examined for their relevance to both the Latin American Free Trade Association and the Central American Economic Integration program. Describes both the theories and the Latin American trading blocks.

Write: University of Chicago Press, 5750 Ellis Ave., Chicago, Ill. 60637.

***Problems of Nepalese Economy.* 1964. Amrit Man Shrestha, Katmandu. 242 pp. $1.**

Describes and analyzes various aspects of the Nepalese economy, including population problems, agriculture, land tenure and land reform, rural indebtedness and the cooperative movement, food situation, problems and prospects of industrialization, transportation and communication, banking and currency, foreign trade, natural resources and development planning. A useful compendium of pertinent economic data.

Write: Amrit Man Shrestha, 11/639 Jhwa Bahal, Jyaatha Tole, Katmandu, Nepal.

***Intercom: A World Affairs Handbook.* Published six times a year by the Foreign Policy Association. $1 per issue (yearly subscription $5).**

A world affairs handbook published to focus American attention overseas. Each edition concentrates on a special feature topic. The November-December 1964 issue explored the outlook for careers in world affairs.

Write: Foreign Policy Association, Inc., 345 East 46th Street, New York, N.Y.

***Marketing in Spain.* Edwin H. Lewis. (Article) *Journal of Marketing*, American Marketing Assn., Chicago. pp. 17-21. $2.50 per issue. (Reprints, $1.)**

A 5-page synopsis of Spain's marketing climate, characteristics, and potentials. Discusses Spain's regional trade centers, the standard of living, channels of distribution, merchant wholesalers, typical retail trade, use of advertising, and a ten-year outlook.

Write: American Marketing Assn., 230 N. Michigan Avenue, Chicago, Ill. 60601.

***Survey of Markets: 1964-65.* (40th Ed.) Edited by B. M. Hamilton. The Financial Post, Toronto. 299 pp. $6.**

An annual market survey of market data on Canada's provinces, cities and towns, with special reviews of major Canadian business and economic indicators. The book also presents a guide to buying power by market areas, designed for use in planning sales and advertising programs.

Write: MacLean-Hunter Publishing Co., Ltd., 481 University Ave., Toronto 2, Canada.

☆ GOVERNMENT PRINTING OFFICE: 1965—781060/31

Calendar *for international traders*

15—Seminar-Conference, Hawaii Industrial Week, 8:30 a.m.-2:15 p.m., Princess Kaiulani Hotel, **Honolulu.** Sponsors: Hawaii Manufacturers Assn.; Chamber of Commerce of Honolulu; Hawaii State Department of Planning and Economic Development; Small Business Administration; Field Office, Department of Commerce. Speakers: Thomas G. Wyman, Assistant Secretary of Commerce for domestic and international business; Eugene P. Foley, SBA Administrator.

15—Export Conference, Chamber of Commerce, **Wilmington, N.C.** Sponsors: REEC; Chamber of Commerce; Field Office, Department of Commerce.

16—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

16—Export Conference, Chamber of Commerce, **New Bern, N.C.** Sponsors: REEC; Chamber of Commerce; Field Office, Department of Commerce.

16—Foreign Trade Bureau, Chamber of Commerce, dinner-meeting, 6 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.**

16—Round-table discussion, Sheraton Hotel, **Philadelphia.** Sponsors: Foreign Traders Assn. of Philadelphia, Inc.; REEC.

17—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

17—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

17—Export Conference, Chamber of Commerce, **Rocky Mount, N.C.** Sponsors: REEC; Chamber of Commerce; Field Office, Department of Commerce.

18—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Manufacturers Surgical Trade Assn.; Field Office, Department of Commerce.

18—Export Expansion Conference on "Where the New Overseas Markets Are," Manufacturers National Bank, **Detroit.** Sponsors: Manufacturers National Bank of Detroit; Field Office, Department of Commerce; REEC.

18—FCIB Drug, Chemical & Food Export Club luncheon meeting, 12:15 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

18—Export Conference, Chamber of Commerce, **Greenville, N.C.** Sponsors: REEC; Chamber of Commerce; Field Office, Department of Commerce.

18—Export Procedures Course, presented by International Trade Club of Kansas City, Hotel Jayhawk, **Topeka, Kan.** Sponsor: Chamber of Commerce.

19—Northwest Iowa World Trade Conference, **Sioux City, Iowa.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

19—Export Conference, Chamber of Commerce, **Kingston, N.C.** Sponsors: REEC; Chamber of Commerce; Field Office, Department of Commerce.

23—In-Office Workshop for new exporters, Federal Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

23—"In-Office Workshop" on Export Expansion, Field Office, **Jacksonville, Fla.**

23—Export Expansion Seminar, **Orlando, Fla.** Sponsors: REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

23—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

23—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

24—In-Office Workshop, 10 a.m., Federal Reserve Bank Bldg., **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

24—In-Office Export Conference, Field Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

24—Special interest seminar on Trade Fairs, 2:30 p.m.-5 p.m., LaSalle Hotel, **Chicago.** Sponsor: International Trade Club.

24—"First Step" Export Workshop, Third National Bank, **Nashville, Tenn.** Sponsors: Third National Bank; Field Office, Department of Commerce.

25—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Motor and Equipment Manufacturers Assn.; Field Office, Department of Commerce.

25—West Georgia Export Seminar, Columbus College, **Columbus, Ga.** Sponsors: Columbus College; Field Office, Department of Commerce; REEC; SBA.

25—Export Expansion Conference on "Where the New Overseas Markets Are," Manufacturers National Bank, **Detroit.** Sponsors: Manufacturers National Bank of Detroit; Field Office, Department of Commerce; REEC.

25—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

25—World Trade Club, monthly dinner meeting, Statler-Hilton Hotel, **St. Louis.**

March

1-2—Chicago World Trade Conference, LaSalle Hotel, **Chicago.**

2—Export Expansion Seminar, **Orlando, Fla.** Sponsors: REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

2—Marine Transportation Seminar, Sheraton Hotel, **Philadelphia.** Sponsor: American Society of International Executives.

2—Export Educational Seminar—Export Marketing, Board of Education Bldg. auditorium, **Memphis.** Sponsors: Vocational Education Division; Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

3—Kentucky World Trade Conference, Sheraton Hotel, **Louisville.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce. Sponsor: Kentuckiana World Commerce Council.

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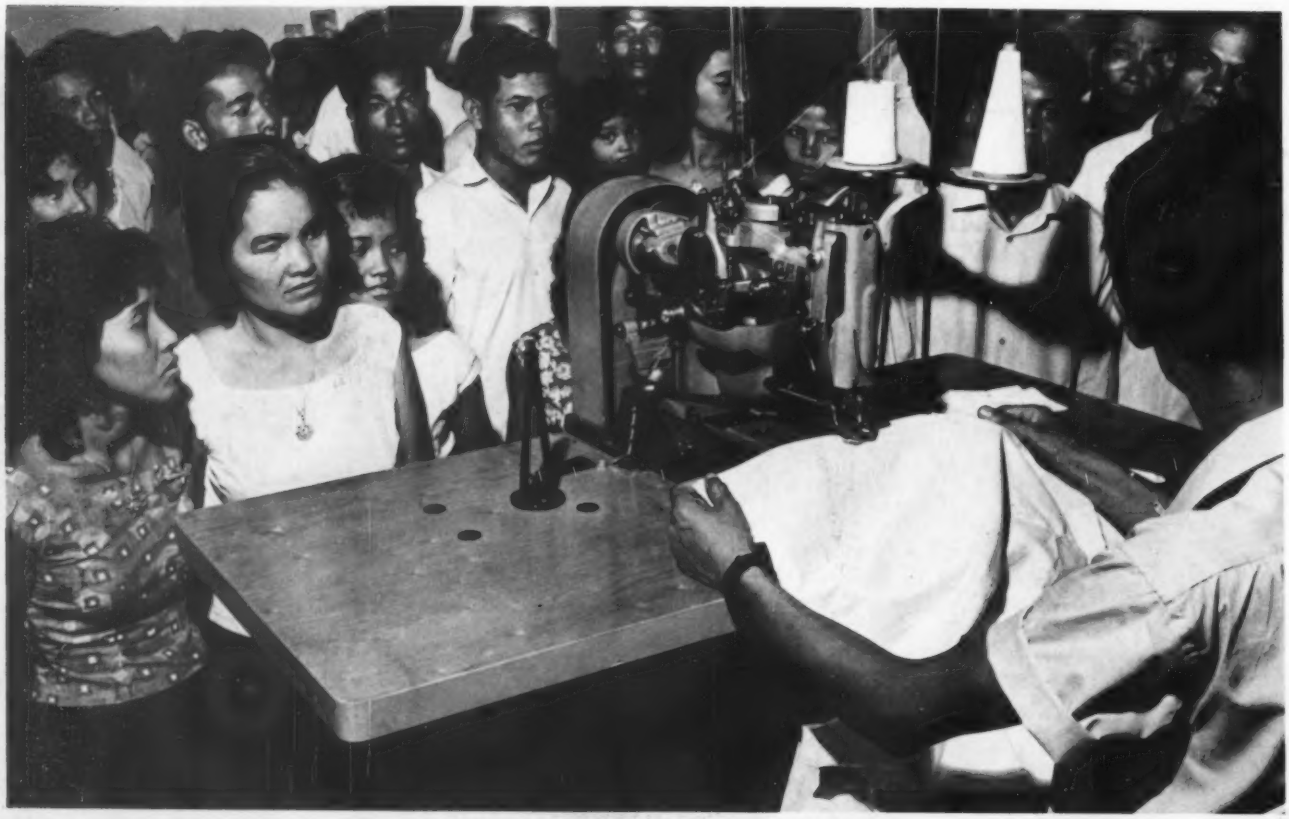

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